

**FIG. 1A**

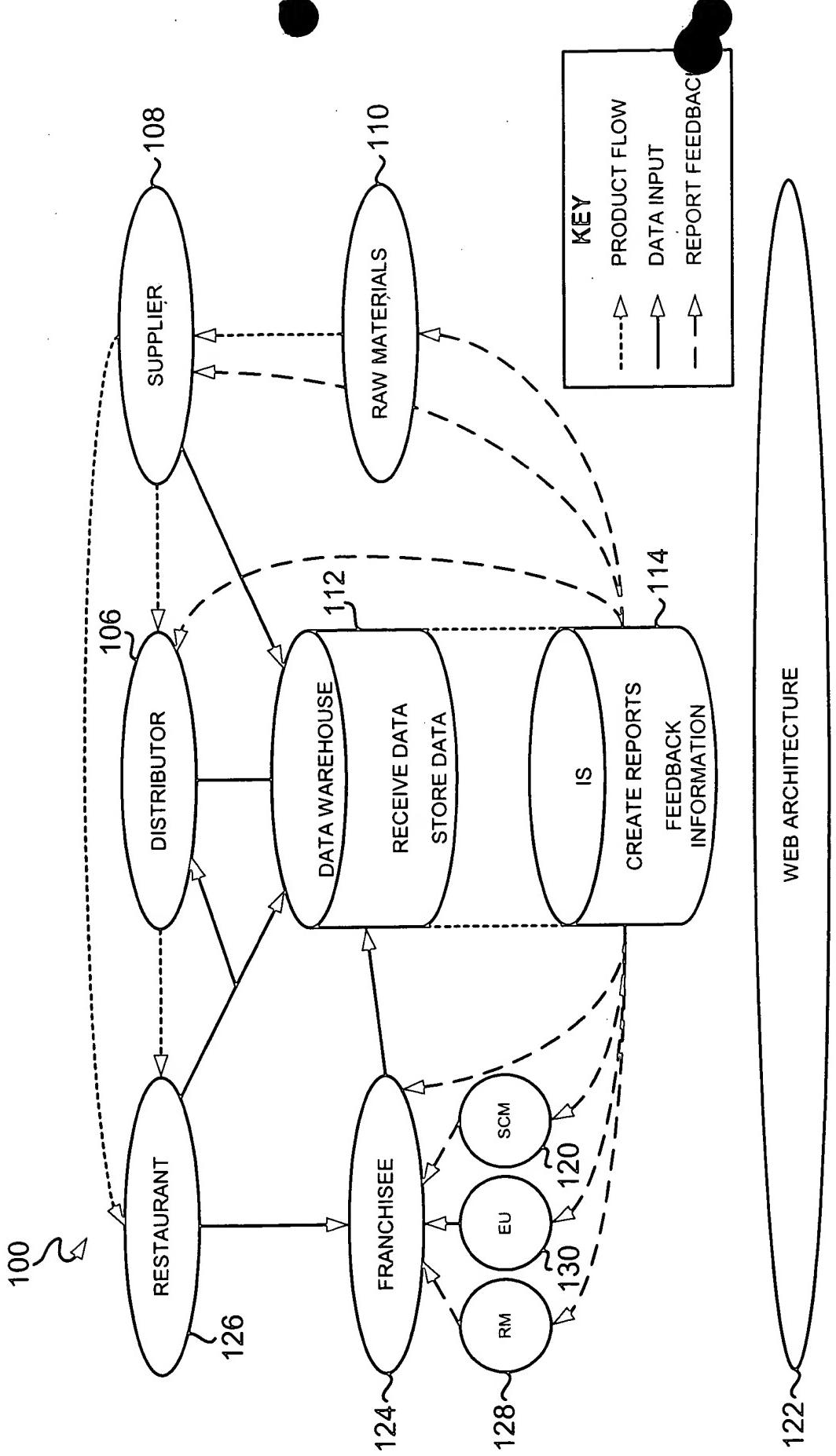


FIG. 1B

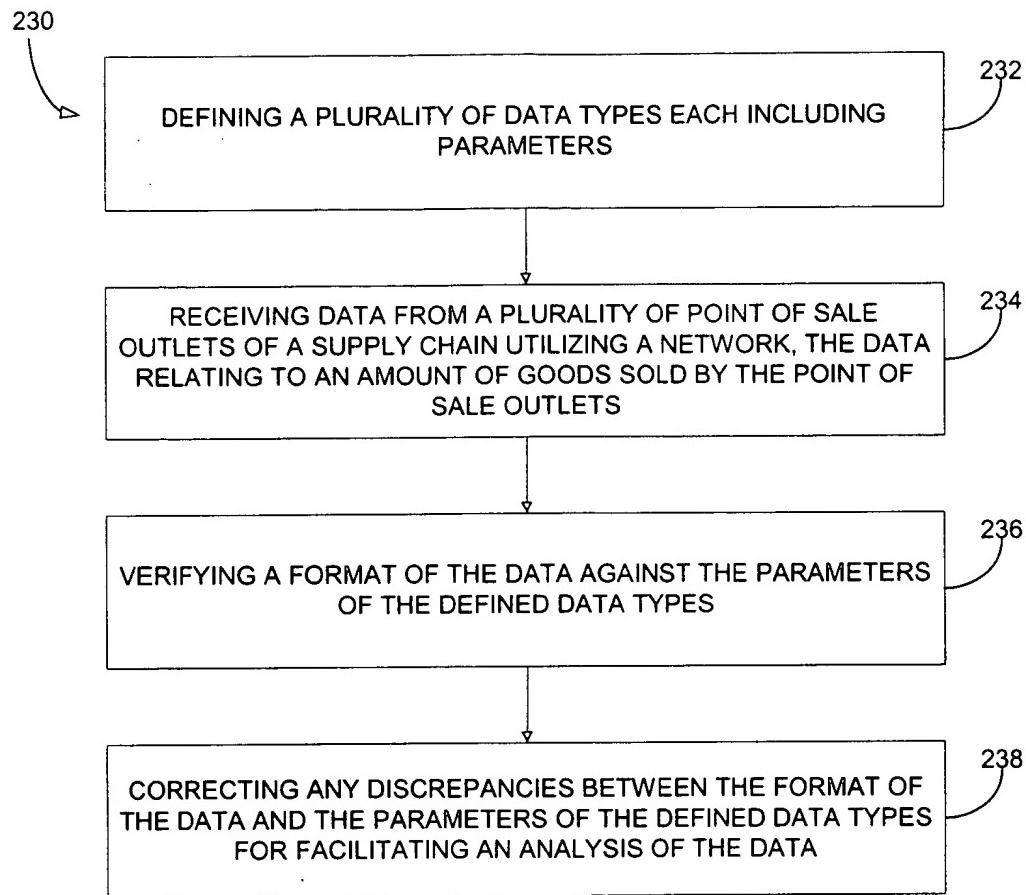


FIG. 2

1052000 2500000 000

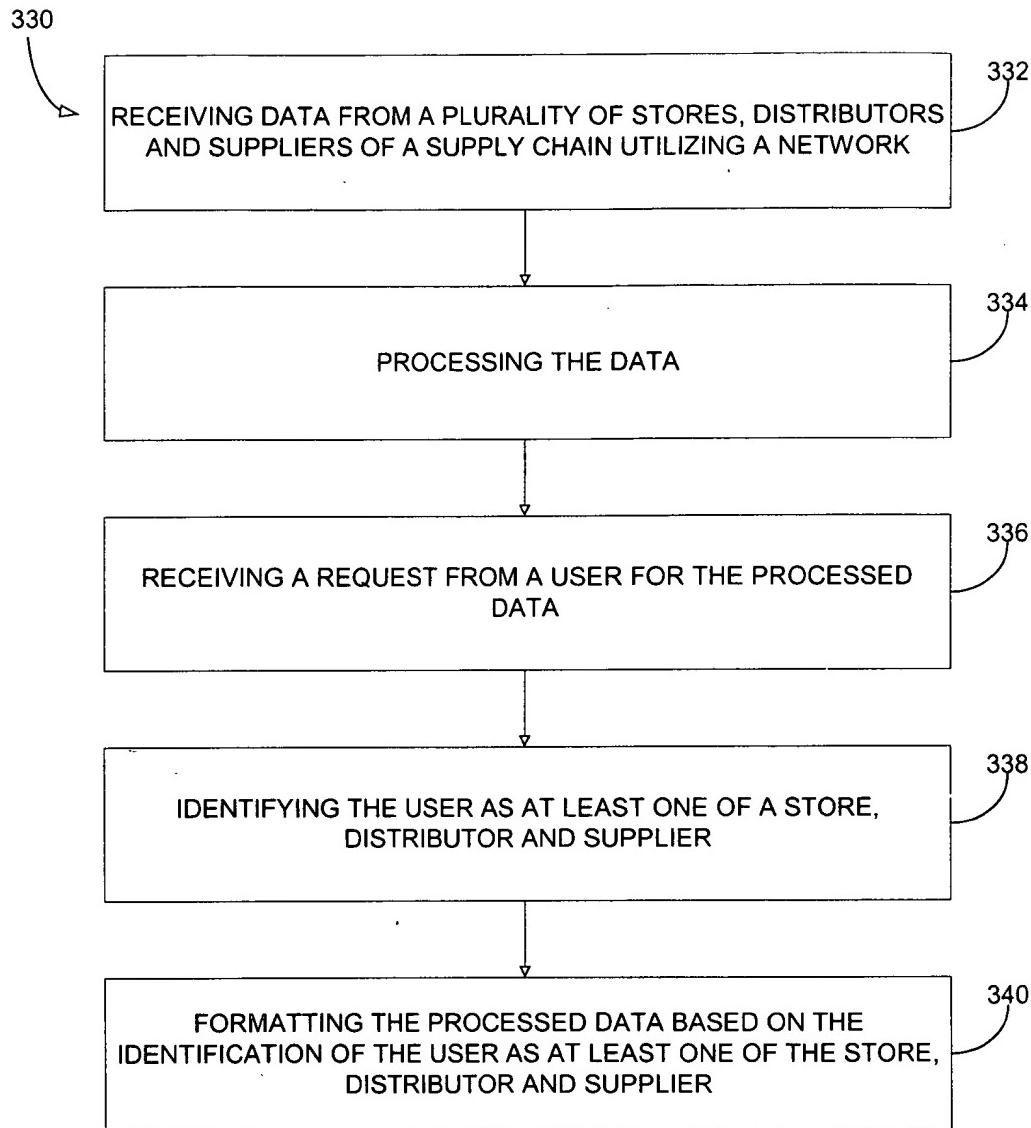


FIG. 3

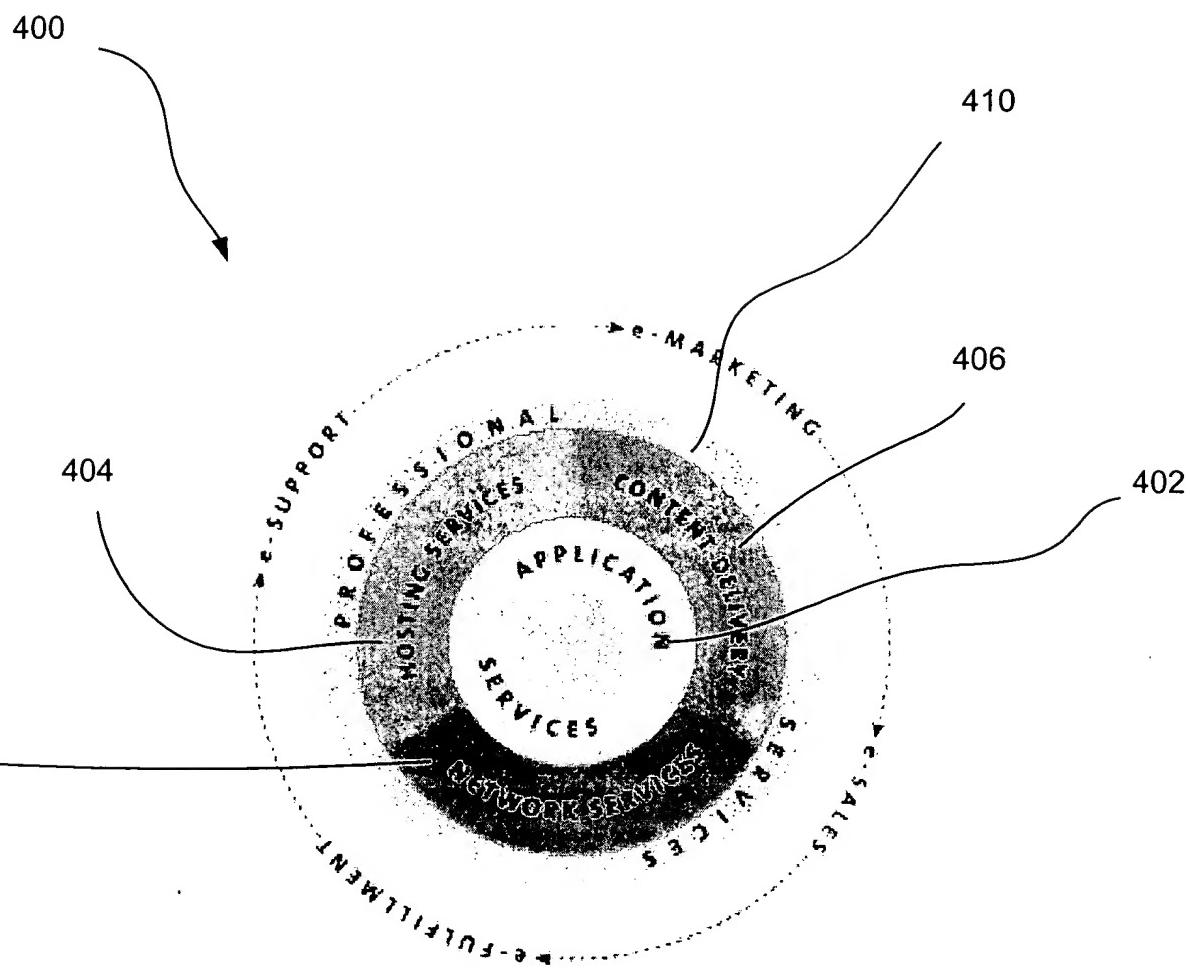


Fig. 4

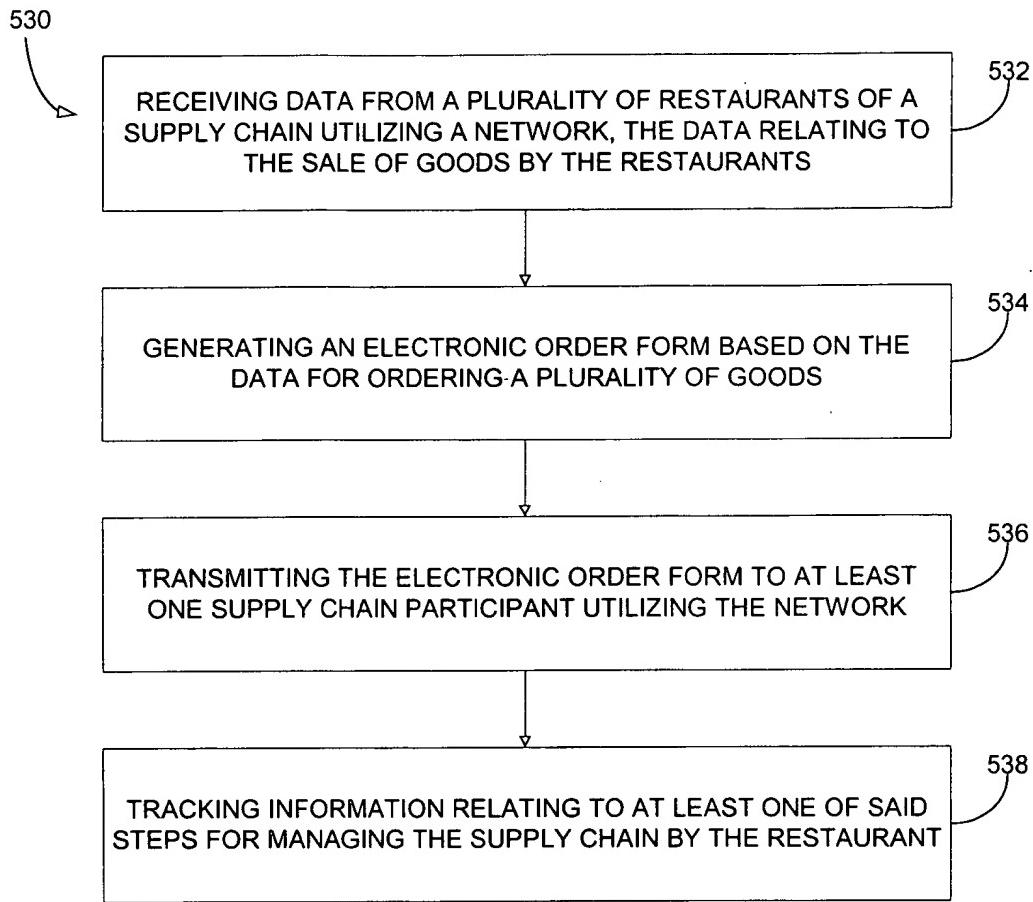
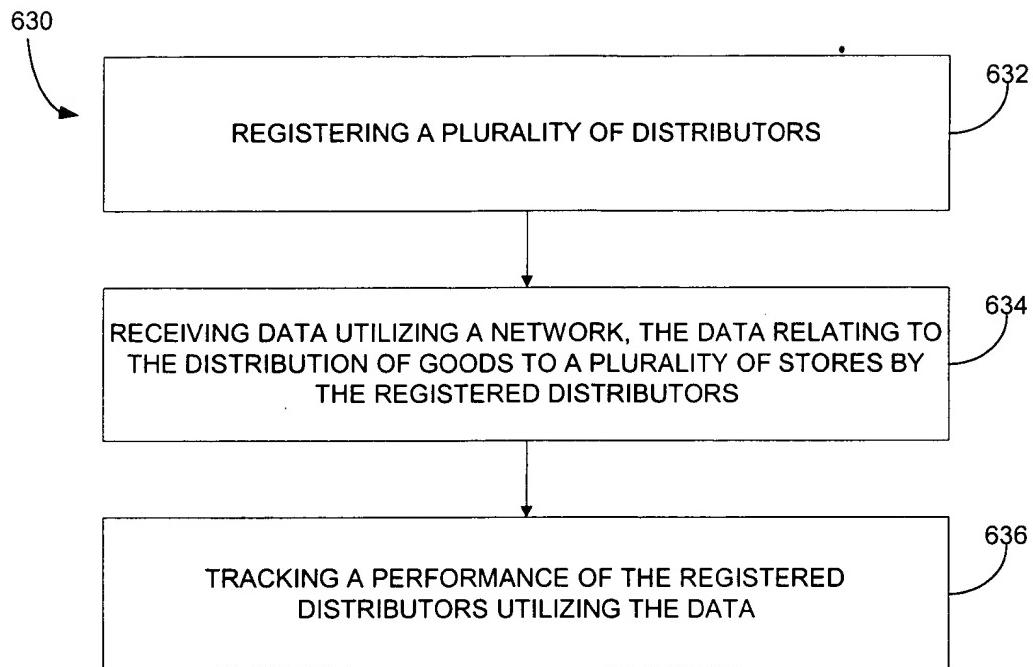
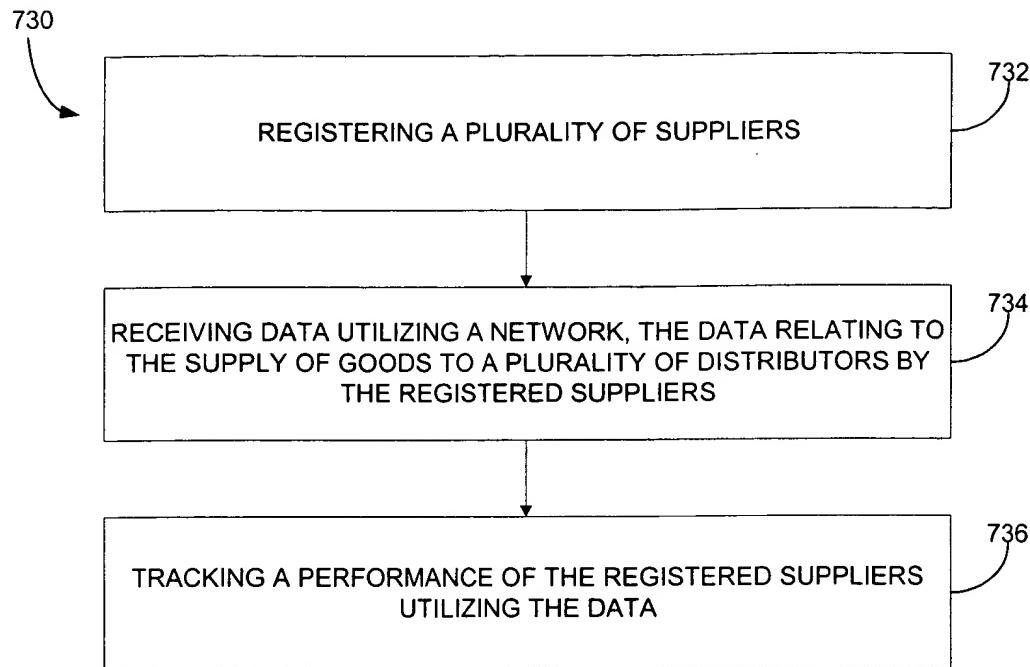


FIG. 5



**FIG. 6**



**FIG. 7**

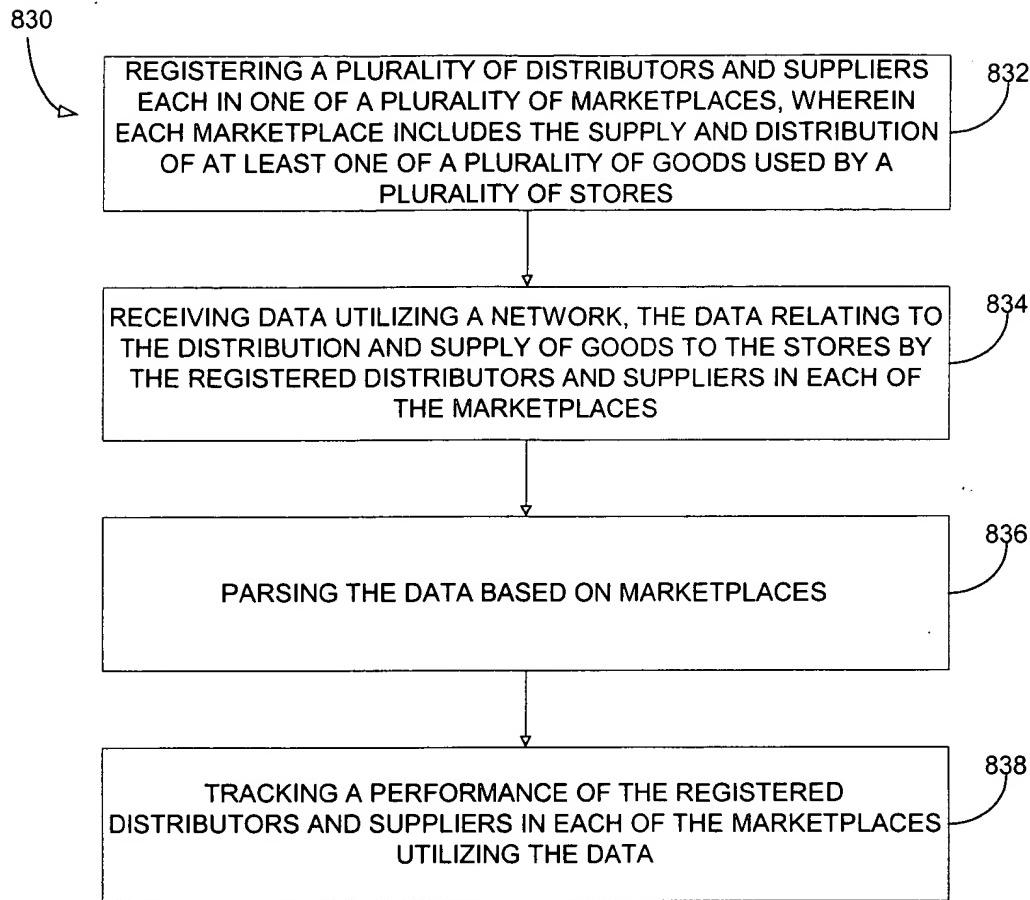
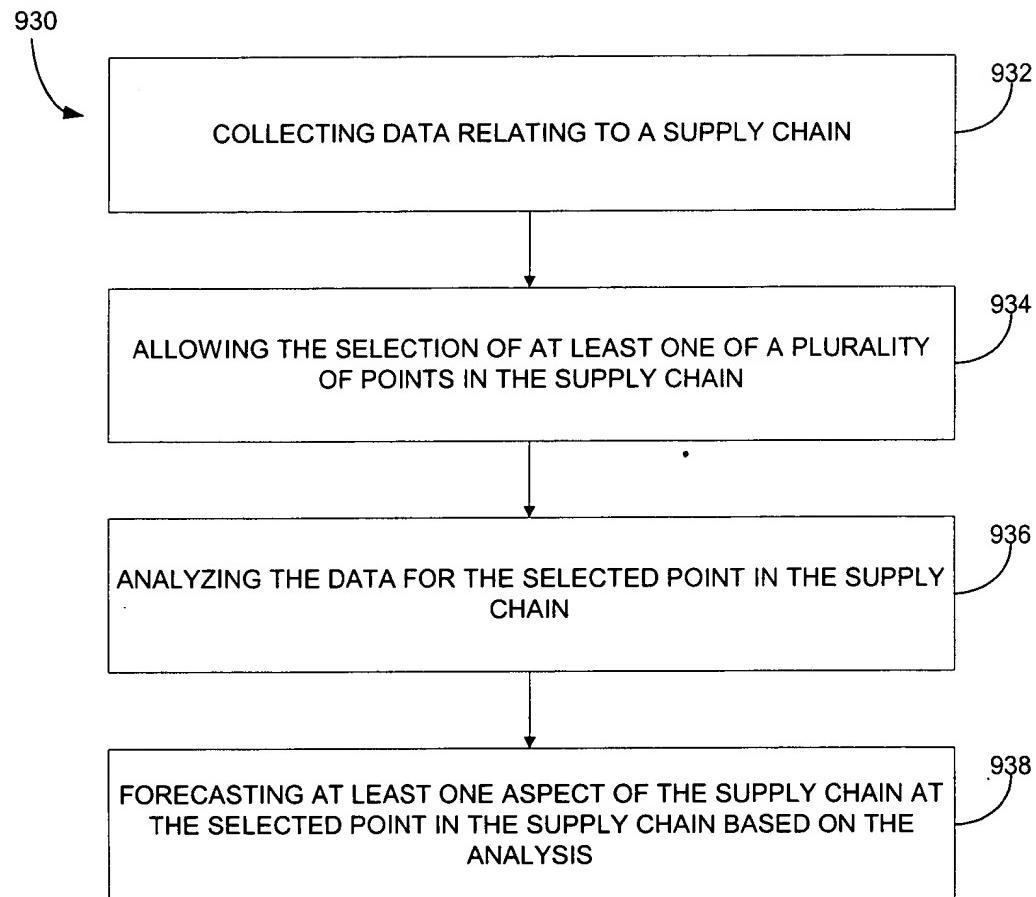


FIG. 8



**FIG. 9**

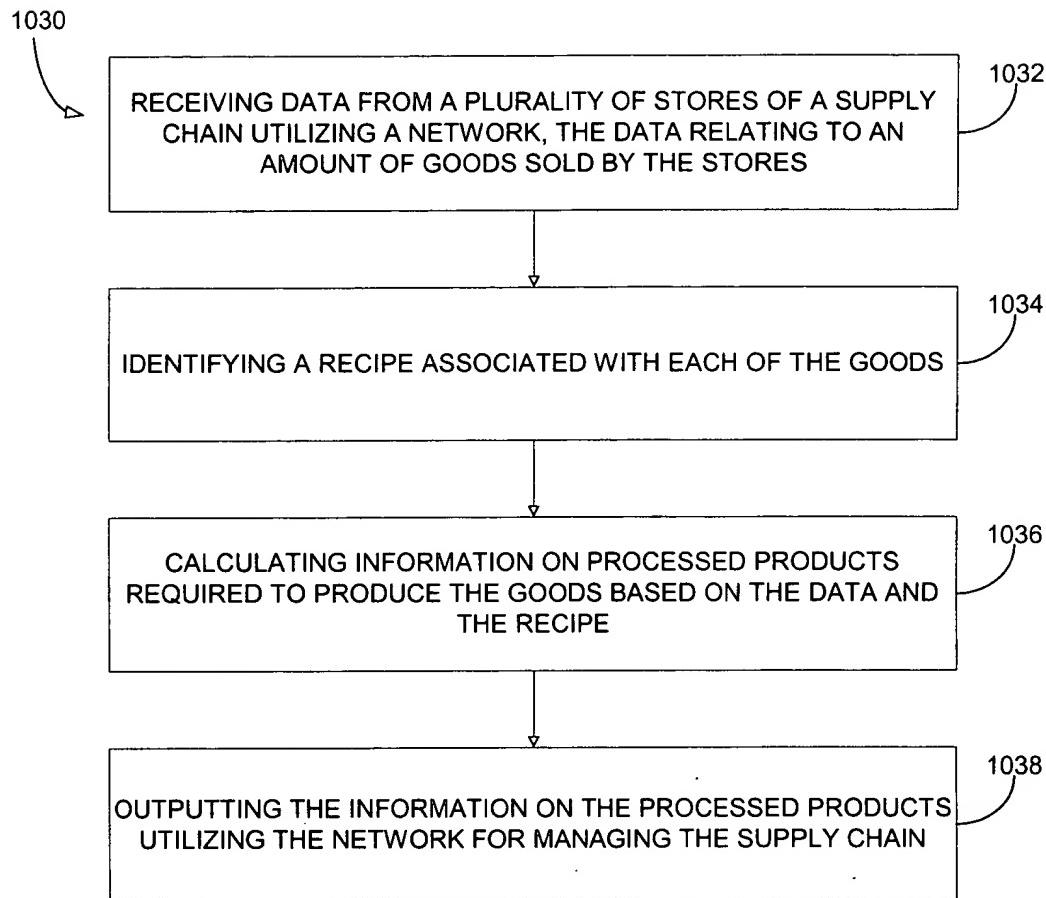


FIG. 10

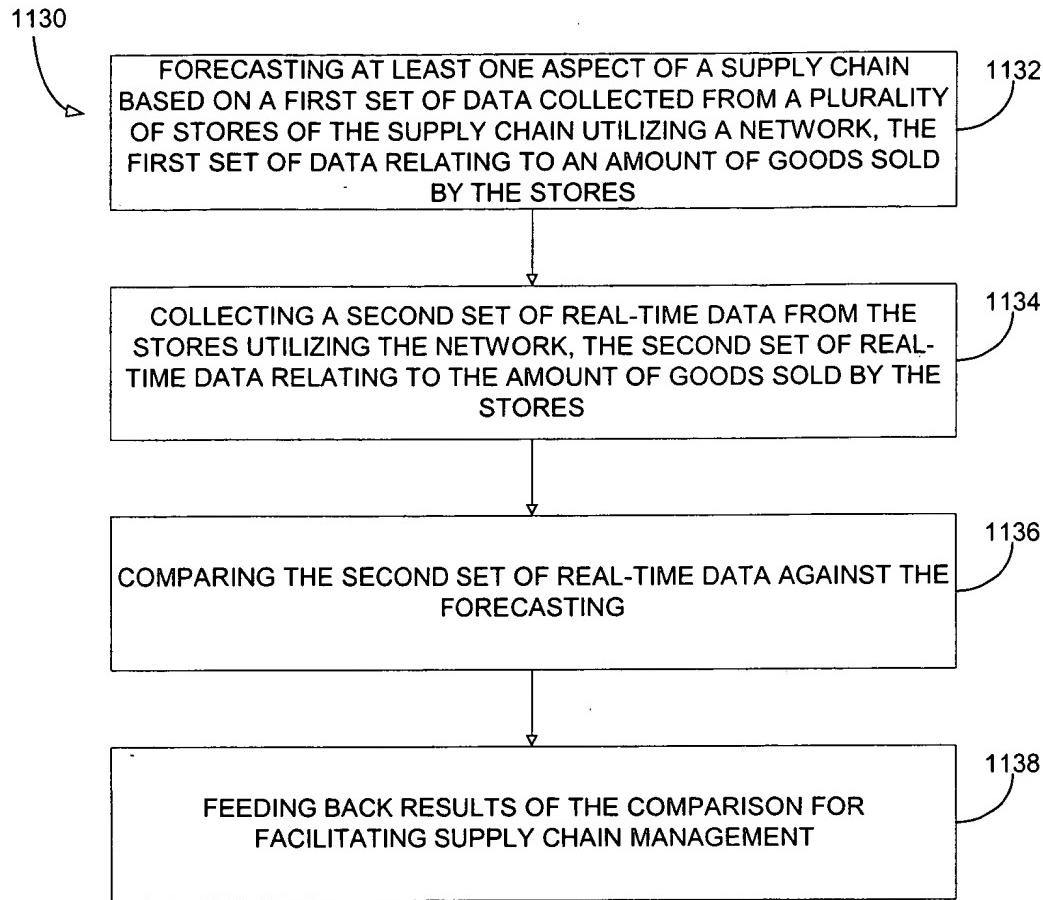


FIG. 11

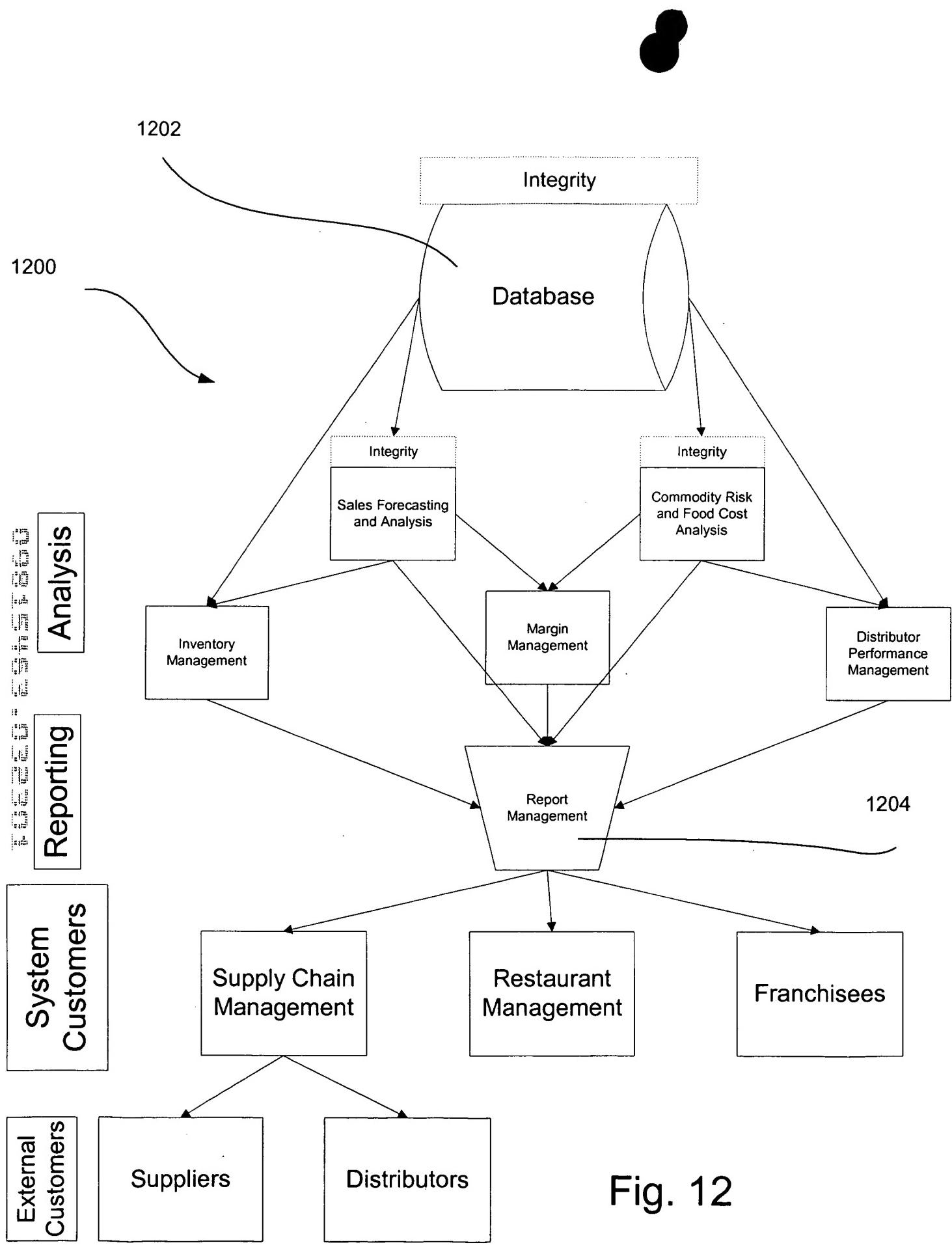
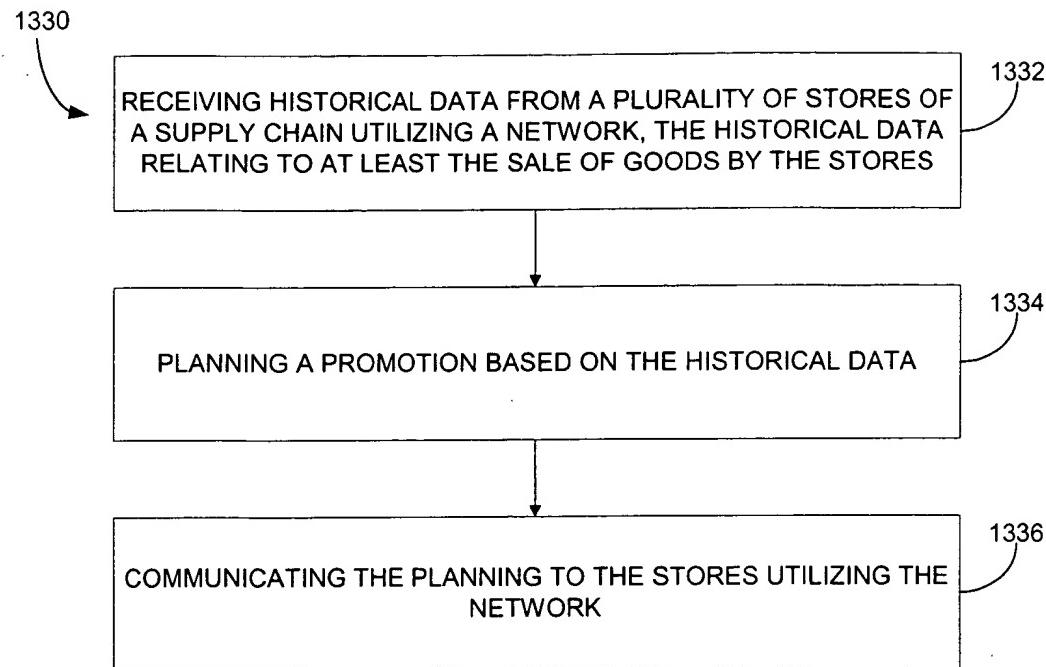
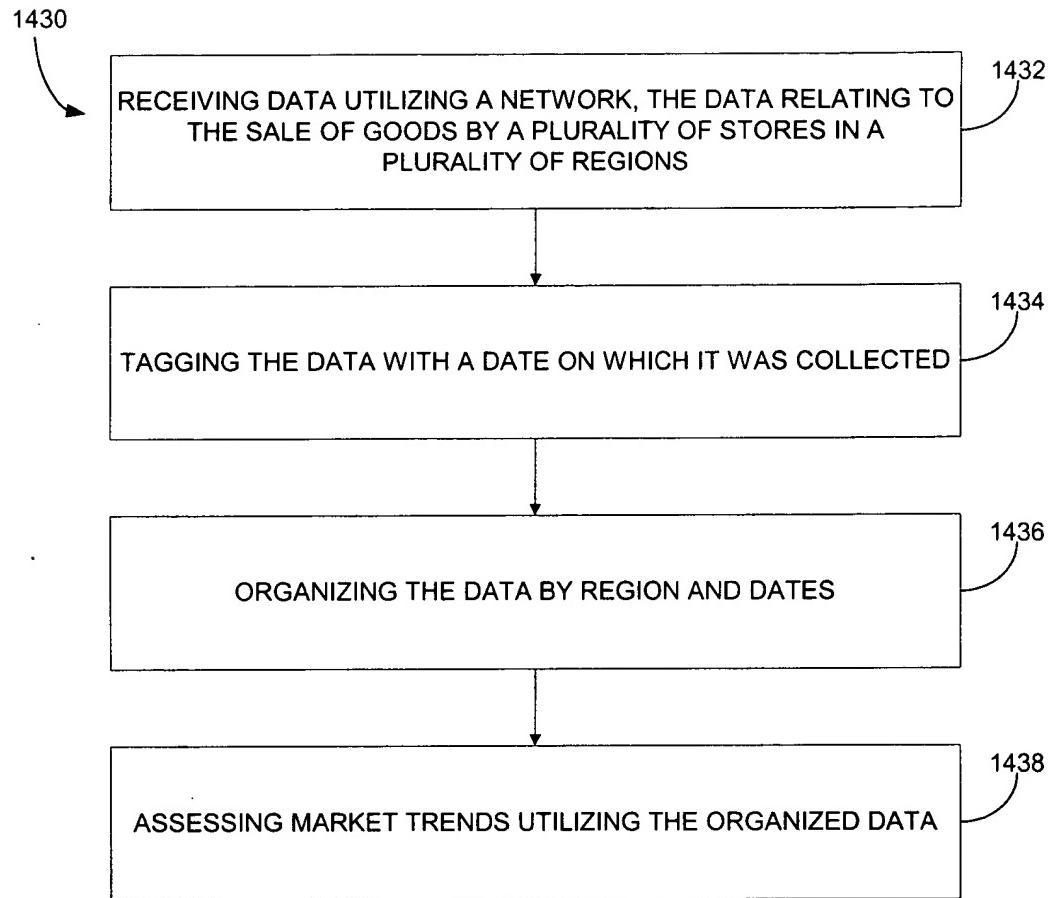


Fig. 12



**FIG. 13**



**FIG. 14**

1530 1532 1534 1536 1538

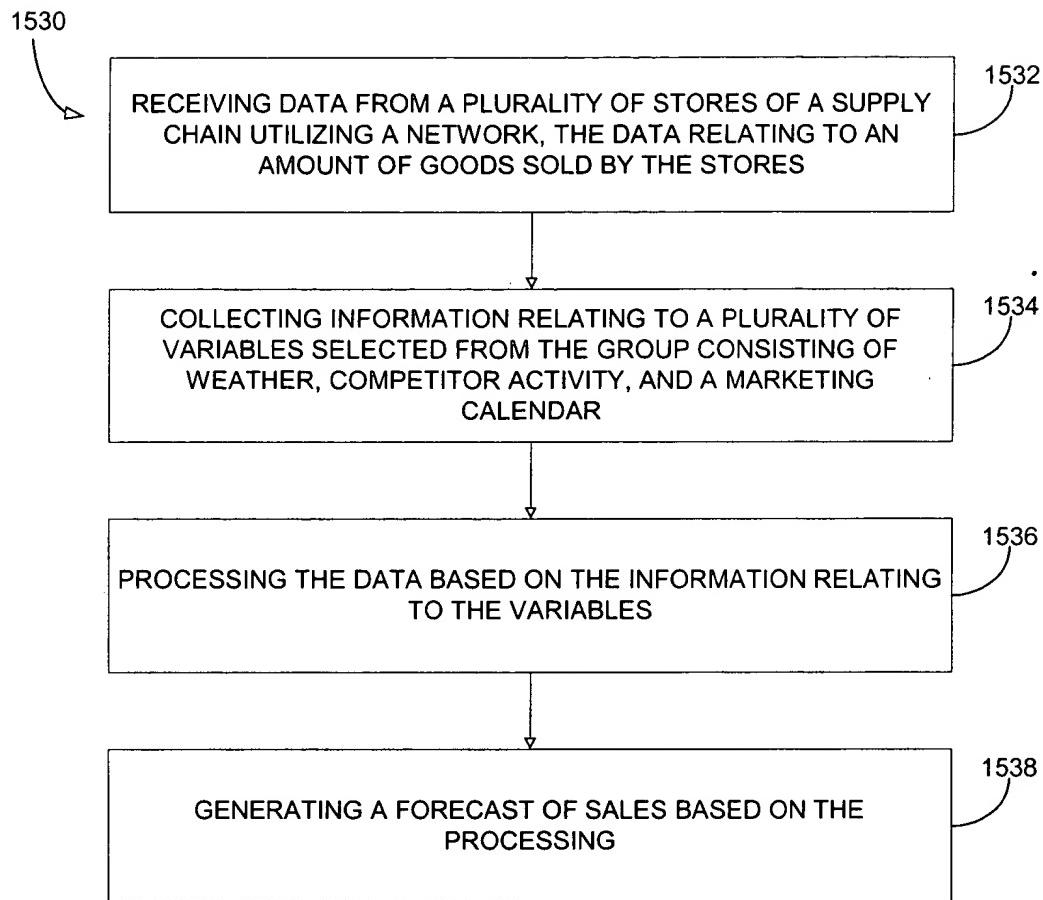


FIG. 15

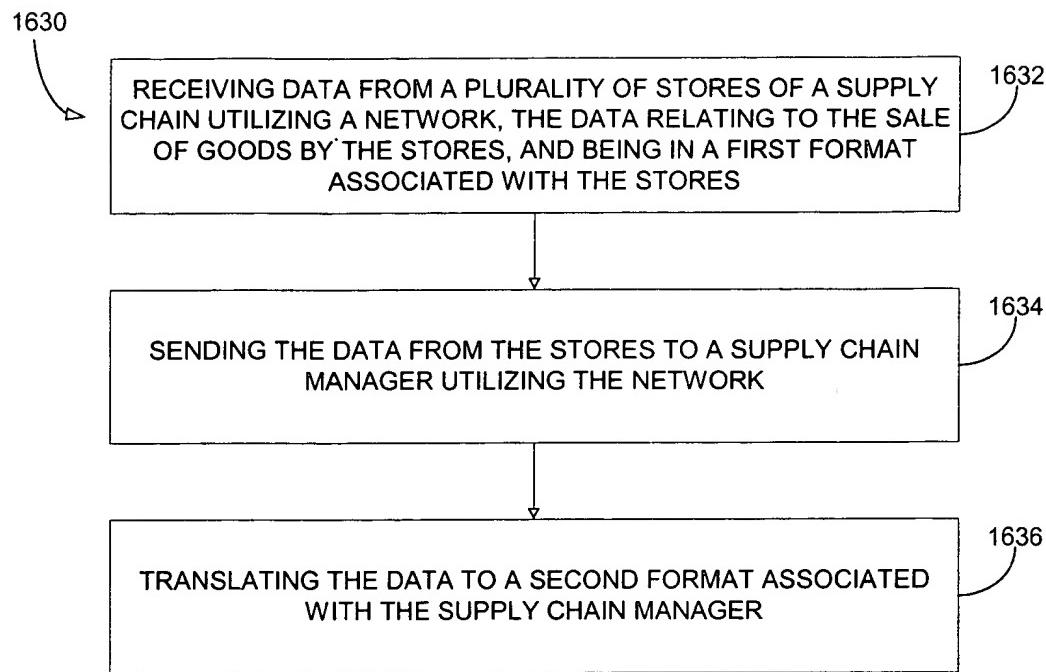


FIG. 16

100-000-0000

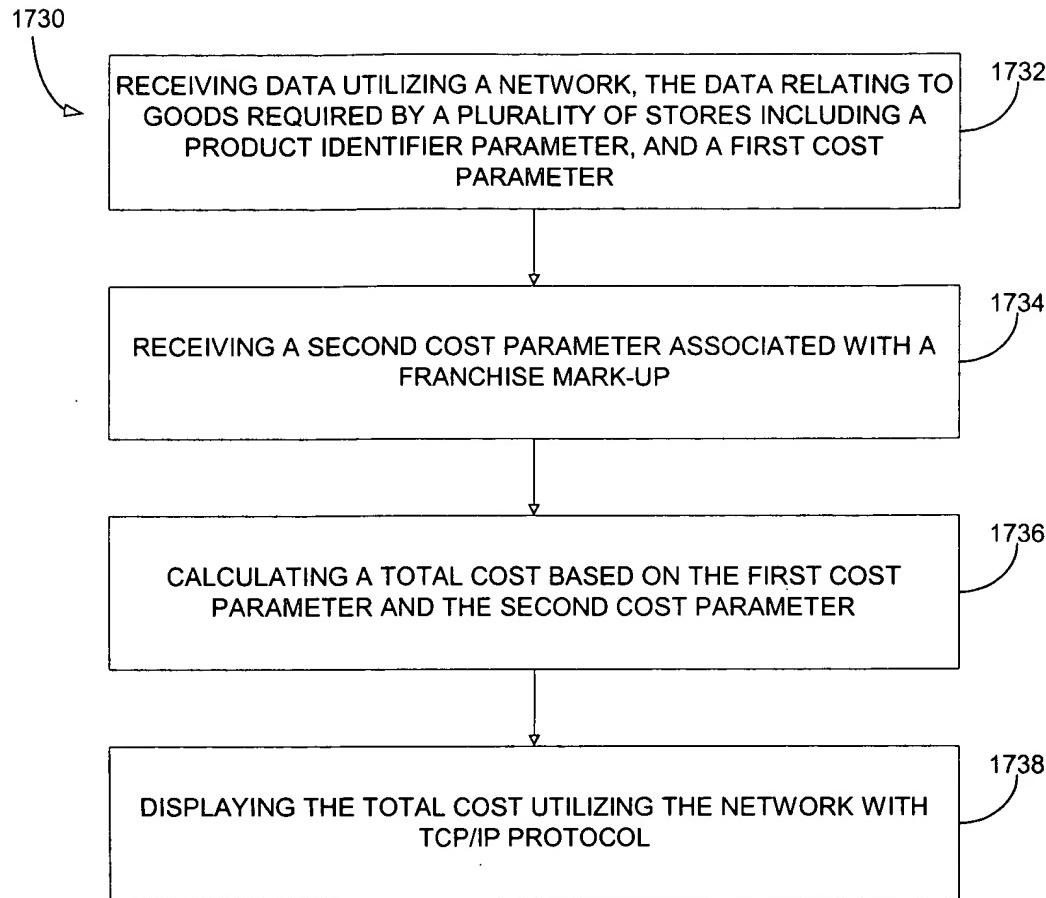


FIG. 17

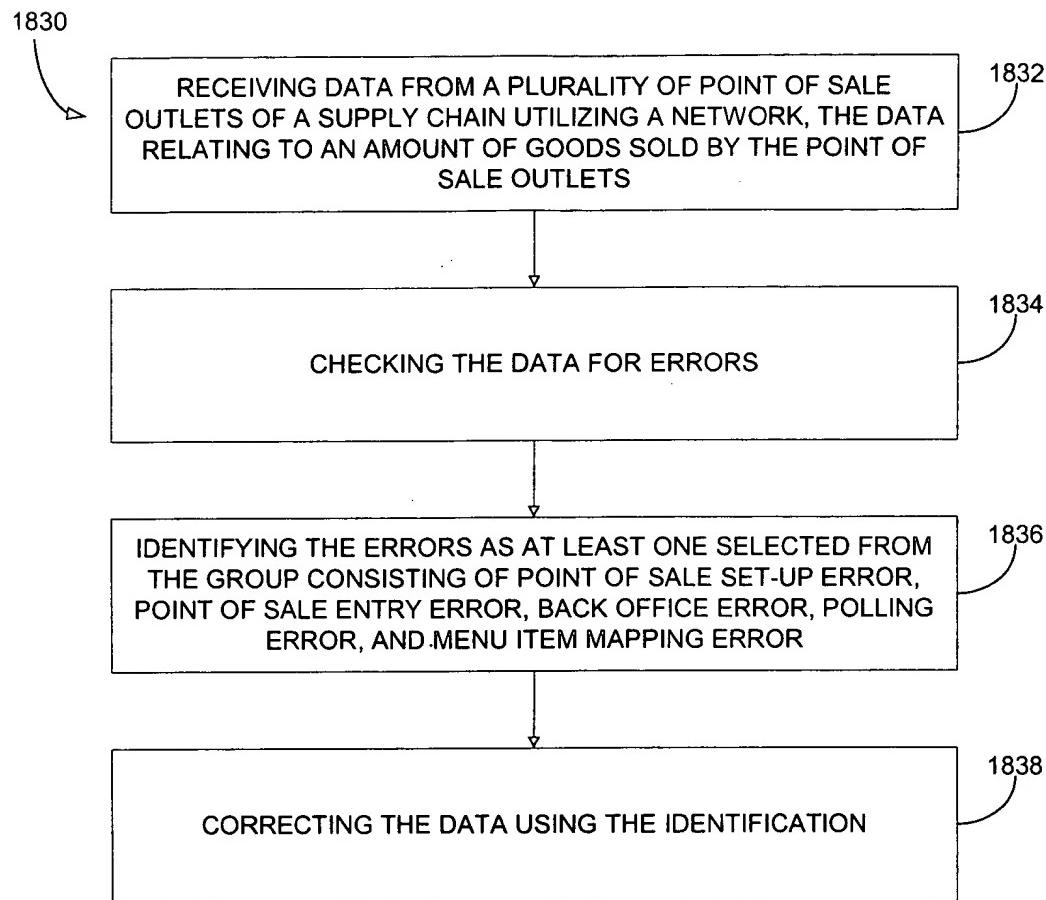
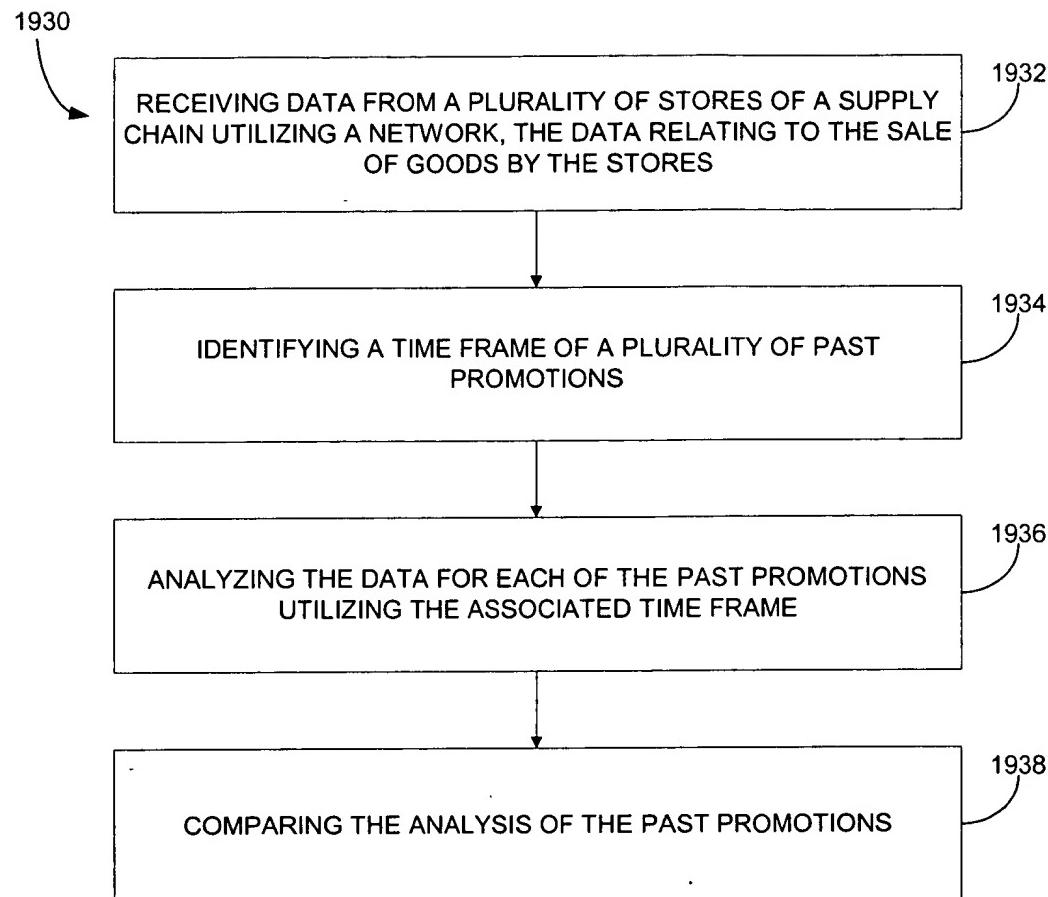


FIG. 18



**FIG. 19**

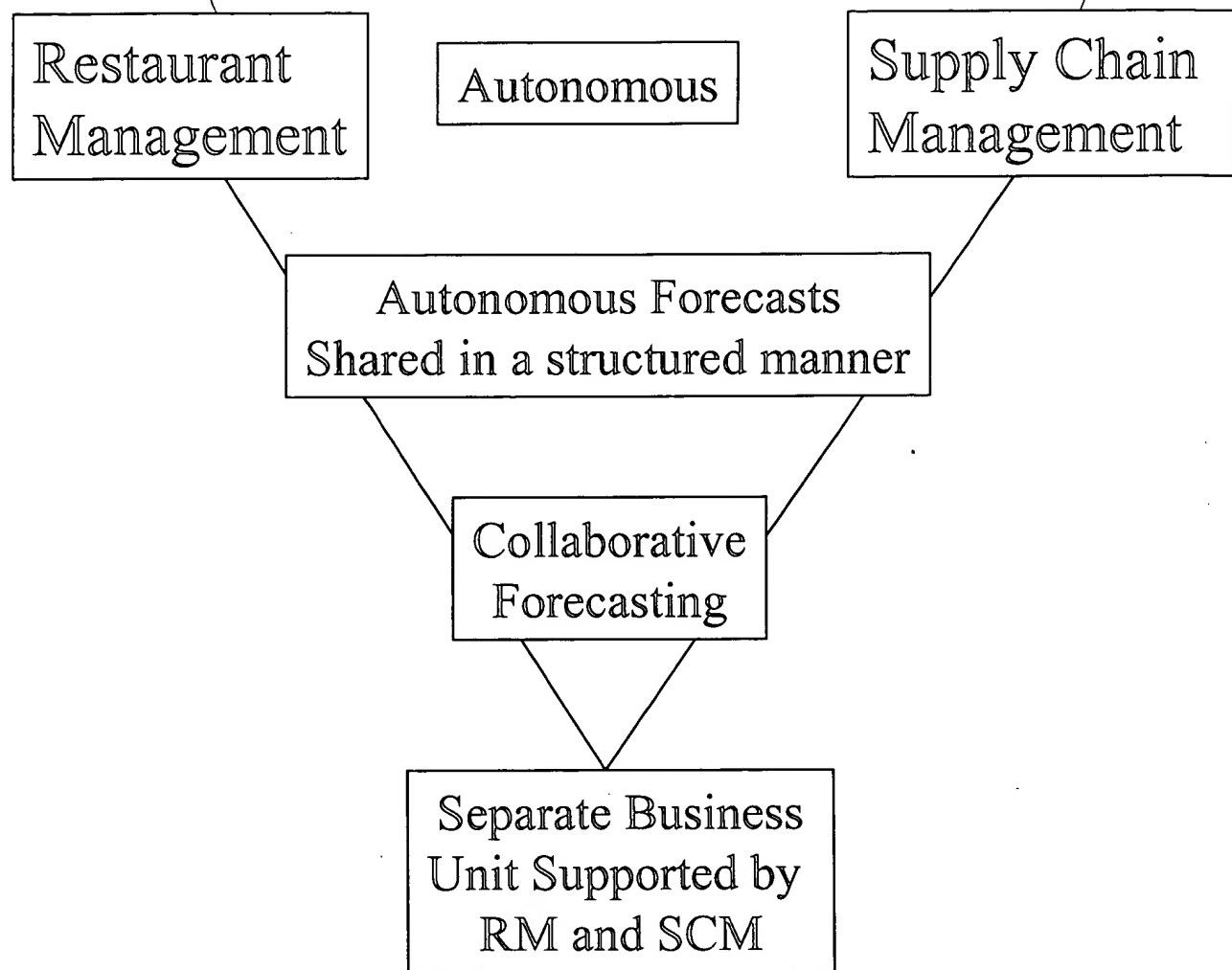
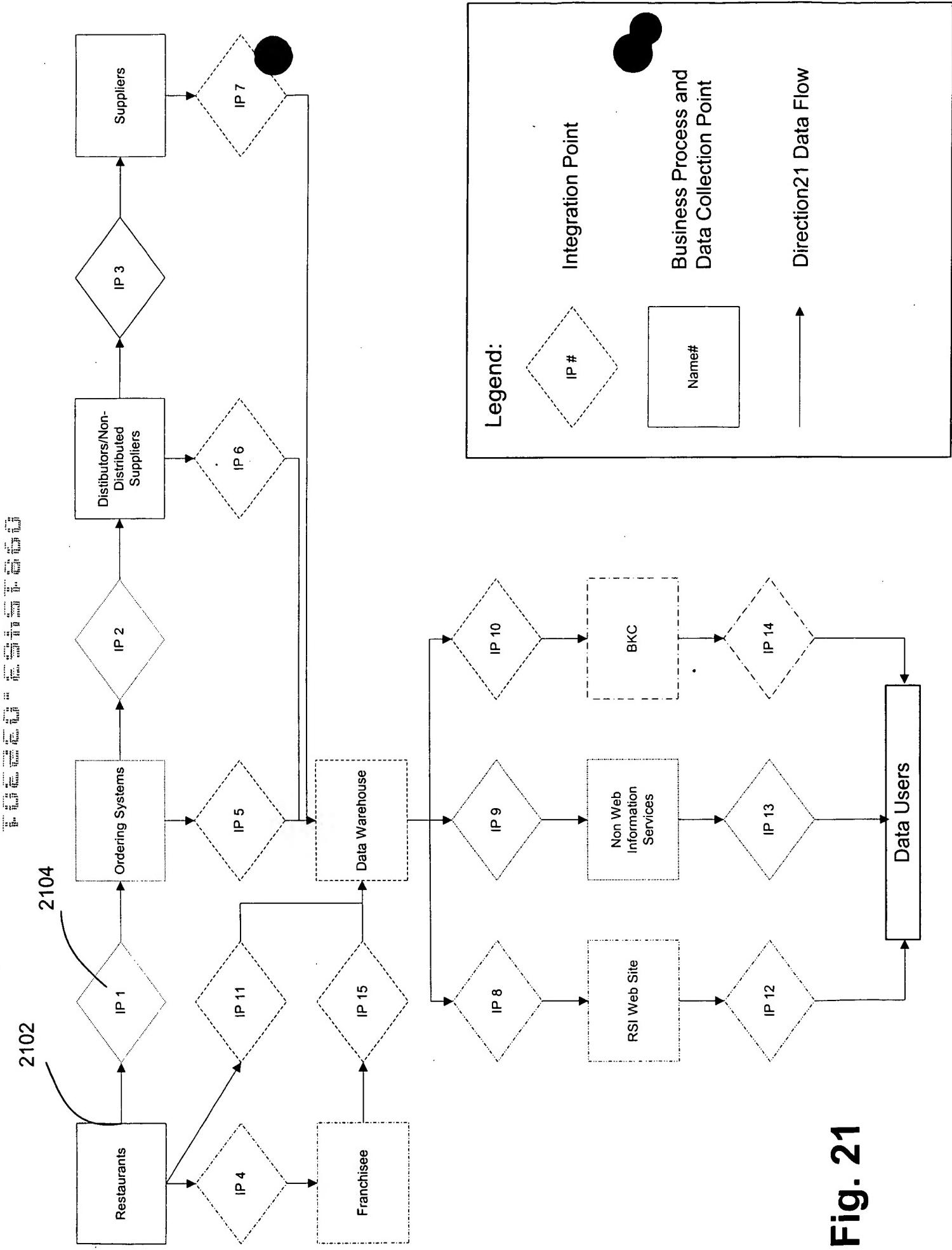


Fig. 20



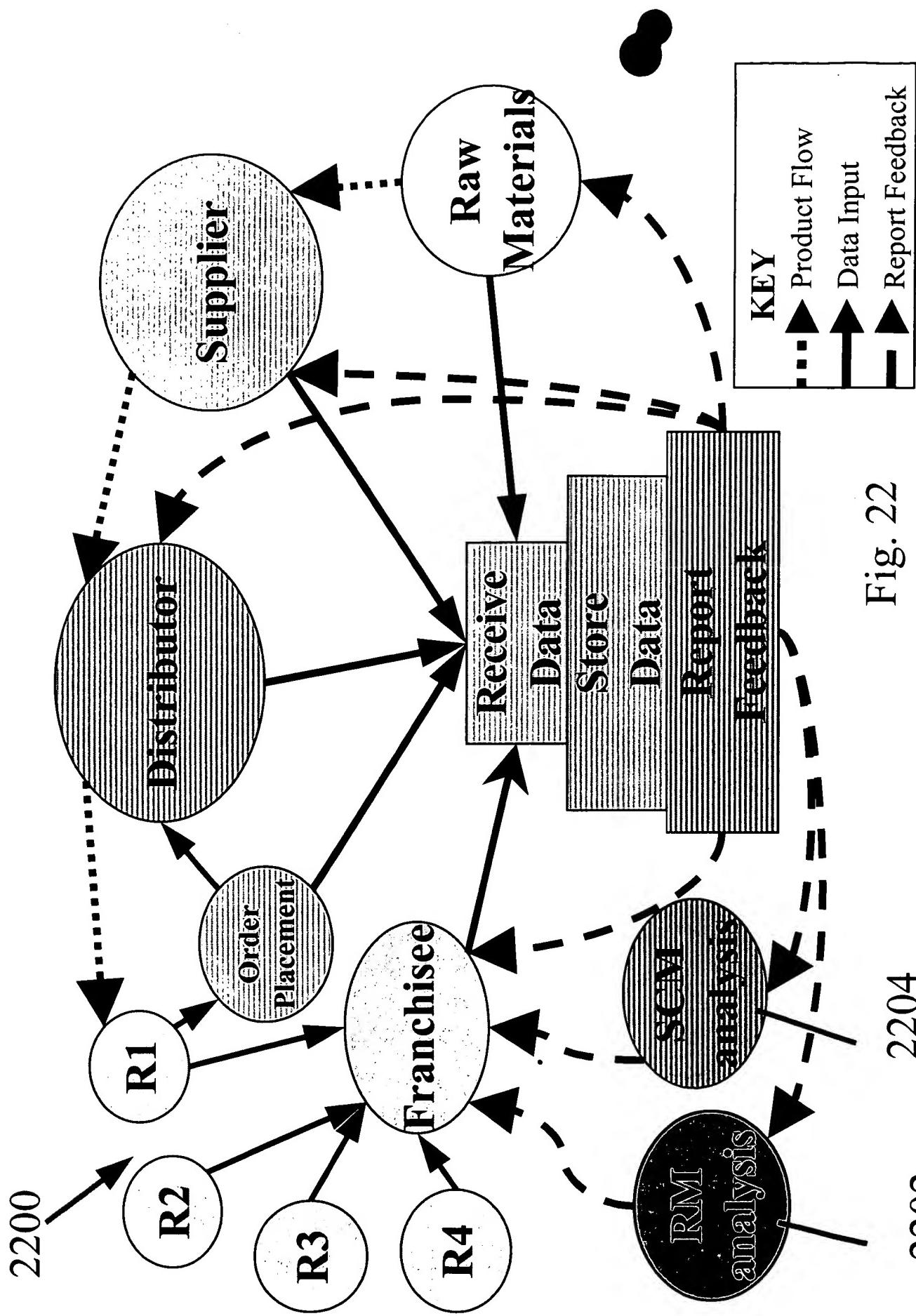


Fig. 22

2202  
2204

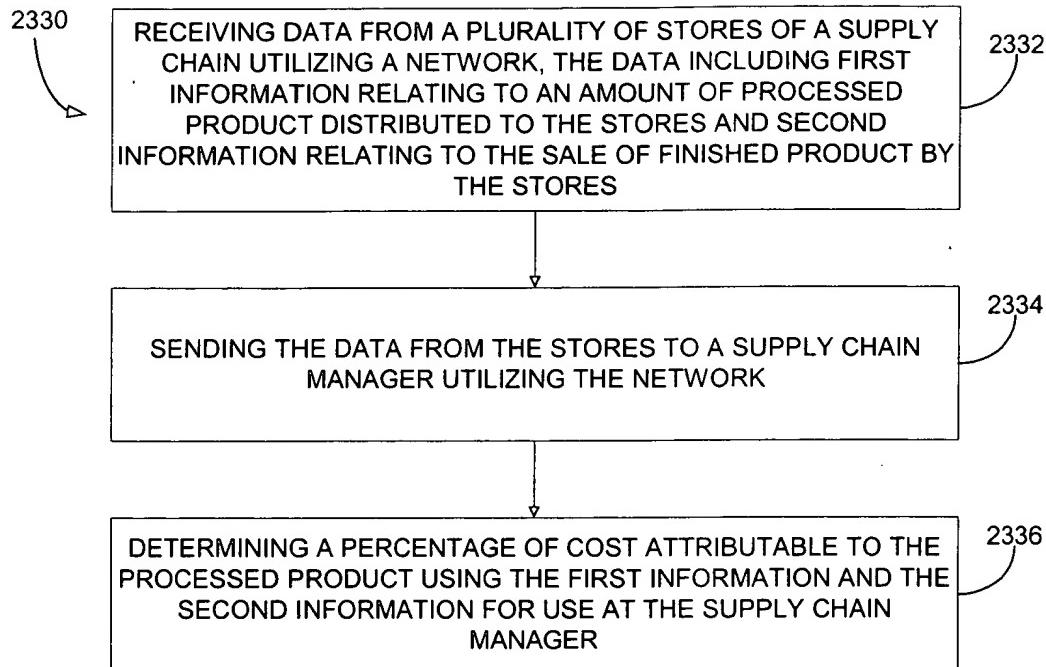


FIG. 23

**FIG. 24**

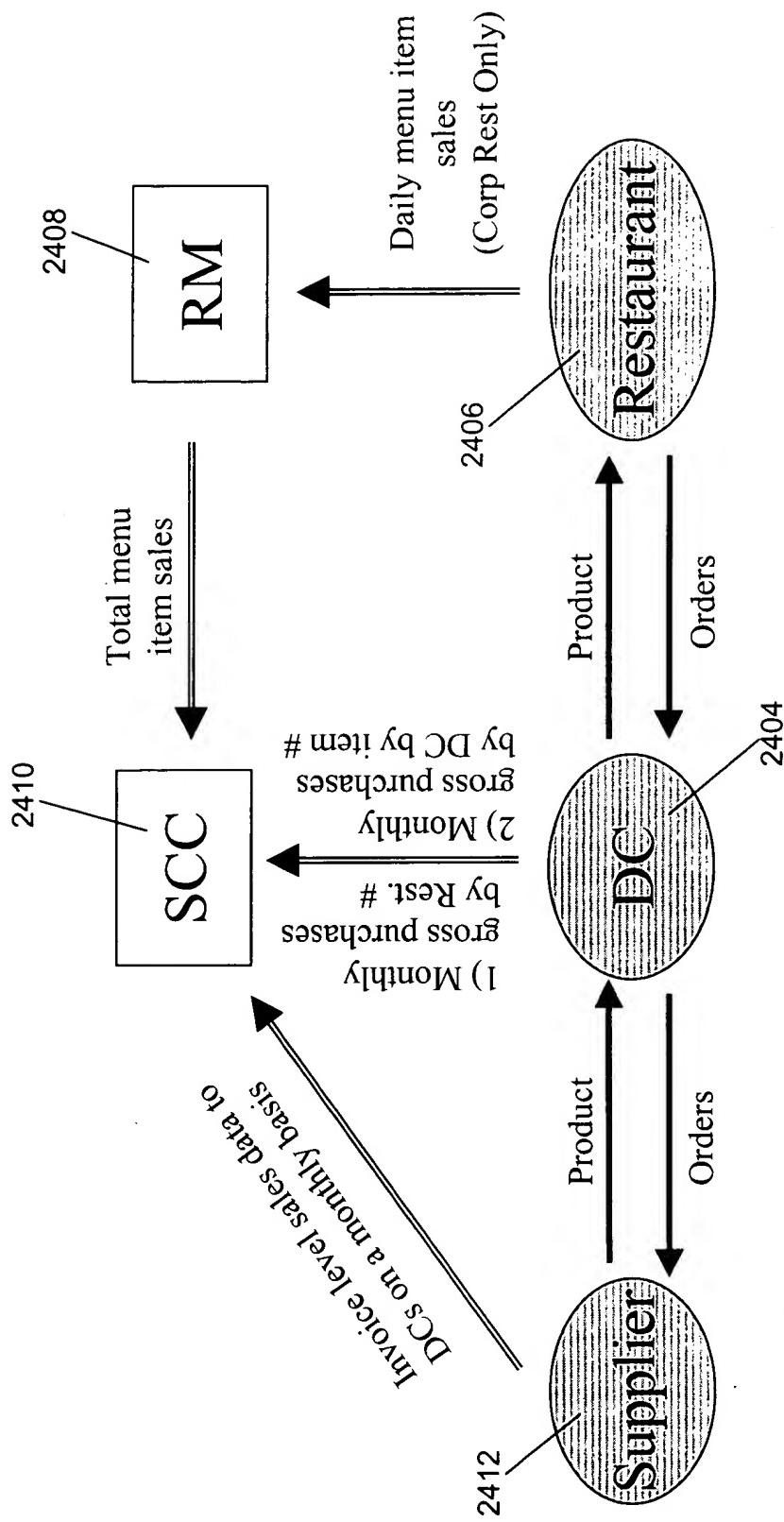
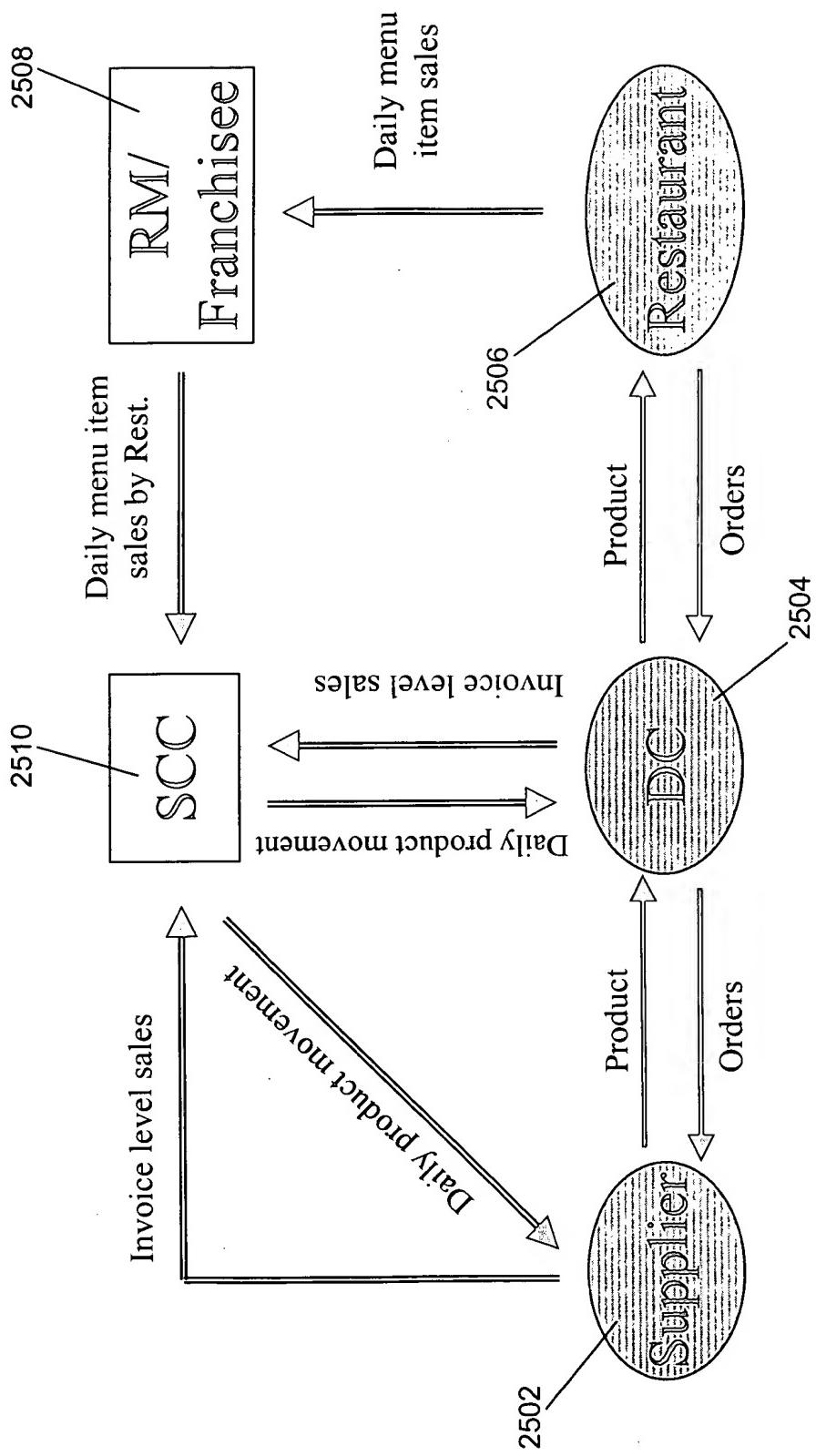


FIG. 25



26

2600

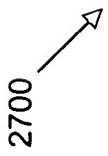
2602

2604

Sales Forecast Worksheet - System																					
GRP's	Week	Historv					Forecast														
		Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4				
Ntn'l Marketing Theme																					
Advertising Score																					
Local Considerations																					
Competition Index																					
Weather Index																					
Seasonality Index																					
<b>Sales History/Forecast Total (\$/store)</b>																					
Key Products by Menu Item (units/day/store)																					
WHOPPERS					437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327	
WHOPPERS W/CHEESE					208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164	
YWWM WHOPPERS					805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813	
etc.....																					
Key Products by Inventory Item (cases/day/store)																					
Beef-Whopper 4.0 oz					10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1	
Cheese-American Sliced					0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2	
Mayo-bulk					2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5	
Pickle - Pail					1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6	
Wrap Whopper					0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3	
Ketchup- Bulk					1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7	
Bun-Whopper 5" (dozen)					120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7	
Lettuce - shredded					3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1	
Tomatoes					4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1	
Onions - sliced					4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1	

**FIG. 27**

2700



Promotional Monitor - System & Regional										Total	
Historical				Week #				Total			
	W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)	\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
											\$26,250
<i>Menu Item Sales for Key Products/units/restaurant/weekly</i>											
Category	Segment	Whopper	WHOPPERS	WHOPPERS W/CHEESE	YMM WHOPPERS						
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60
	WHOPPERS	146	142	148	162	18	20	21	21	23	35
	WHOPPERS W/CHEESE	699	679	714	813	94	103	111	111	120	180
	YMM WHOPPERS	1,060	1,032	1,090	1,244	144	157	170	170	183	275
	Whopper Total										1,309
<i>Variance from Expected (Highlighted Areas are Outside of Expected Range)</i>											
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
	WHOPPERS	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
	WHOPPERS W/CHEESE	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
	YMM WHOPPERS	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%
	Whopper Total										8.0%
											6.9%

2702



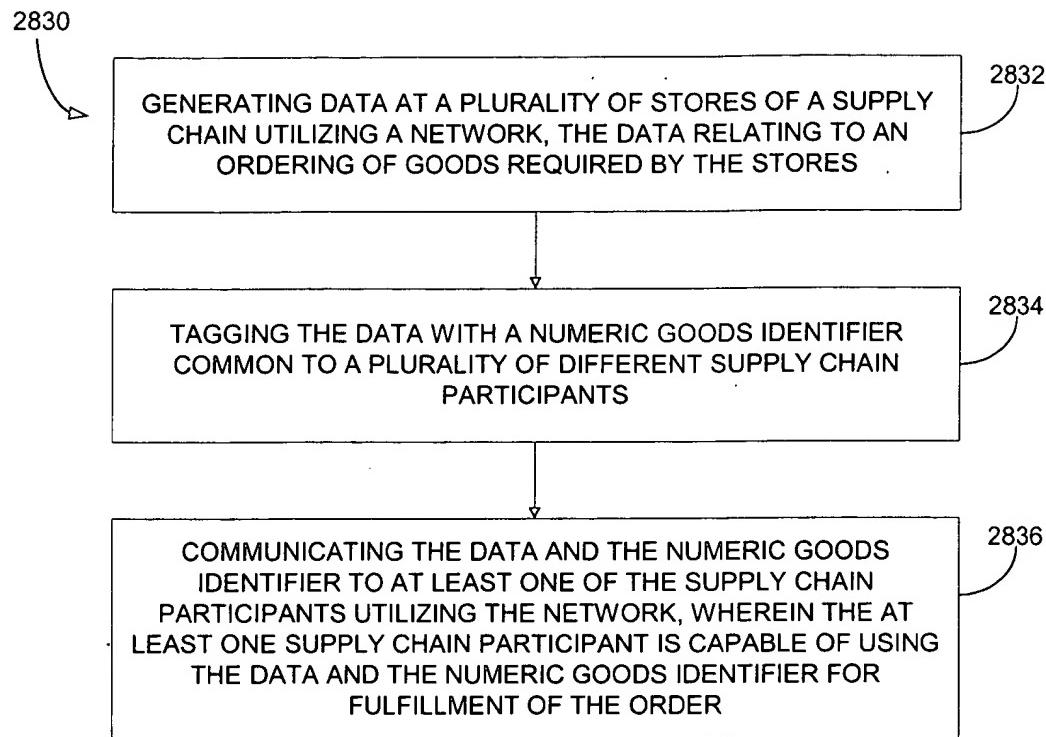


FIG. 28

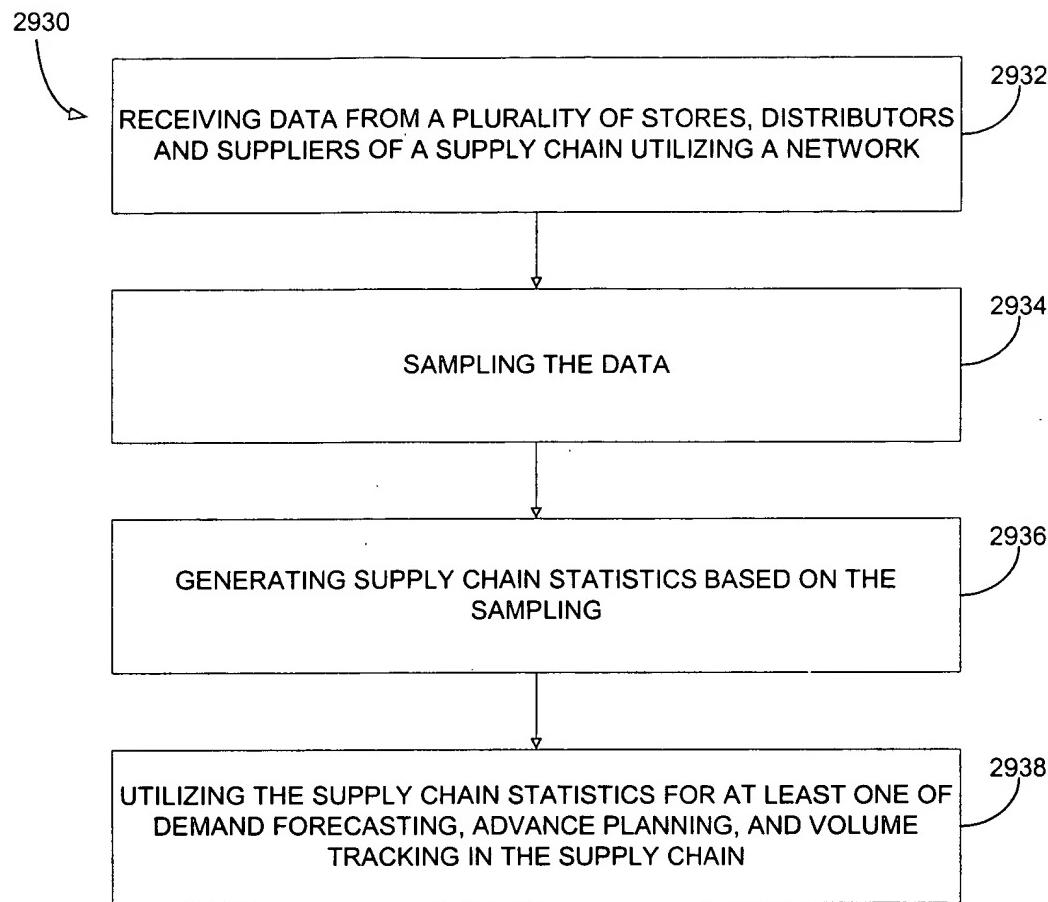


FIG. 29

Distribution Center: Alliant Topeka  
 Time Period (Month/Yr): Jun-00  
**Delivery Order Fill Rate**  
 Total Cases Ordered: 65712

3002

Operations:		Warehouse Outs	Damages	MisPicks	Short on Truck	Overshopped and Not Returned	Total Operations
Cases:	154	68	62	284			568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%	

3004

Purchasing:		Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060	
Percent:	1.51%	0.11%	0.00%	1.61%	

**Delivery Order Fill Rate:** 97.52%

**On-Time Delivery Rate**

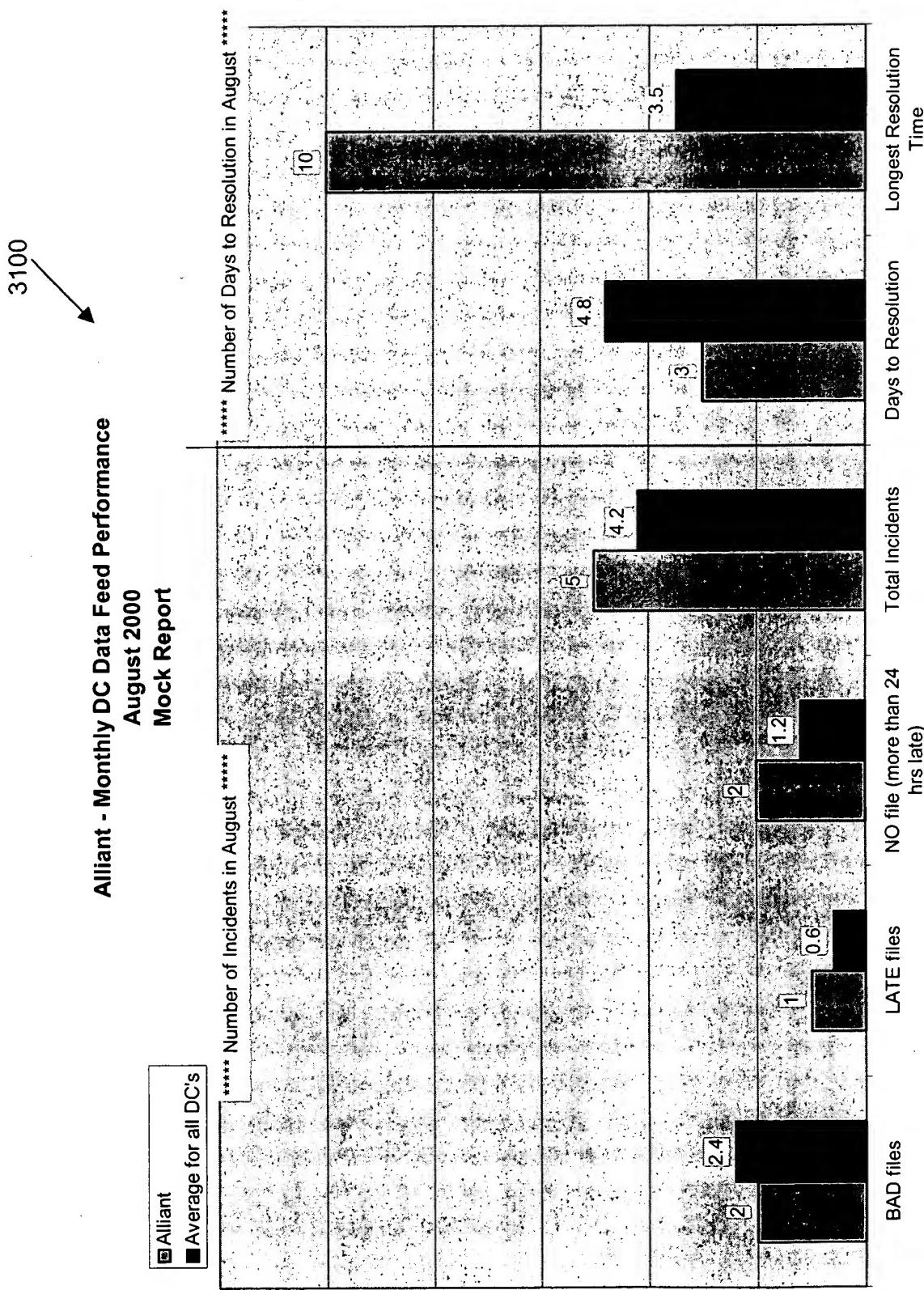
Total # of Deliveries:	1232
# of On-Time Deliveries:	
<b>On-Time Delivery Rate:</b>	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
<b>Perfect Order Rate:</b>	58.85%

**FIG. 30**

**FIG. 31**





## Service Level Reporting

### August

3200

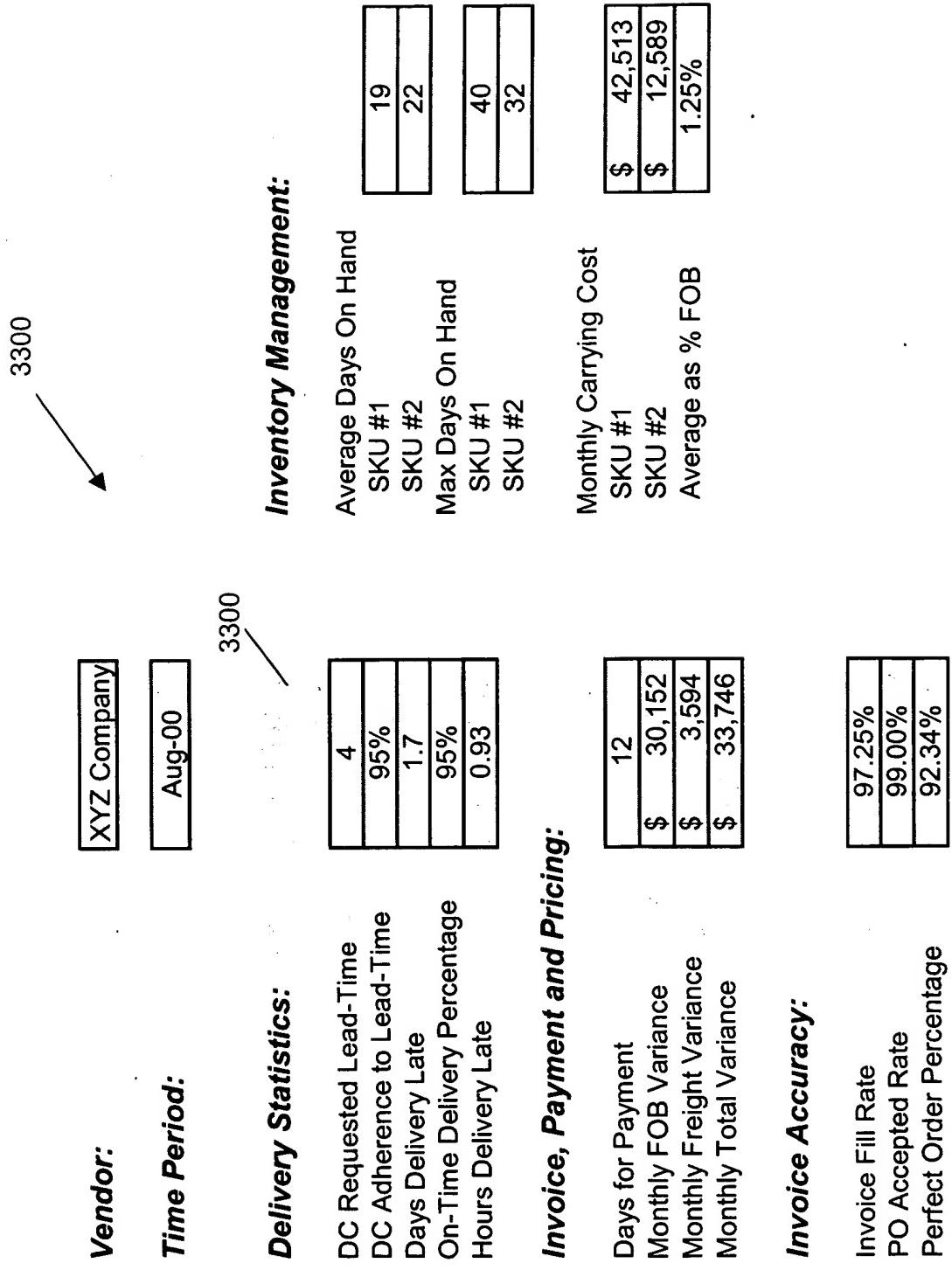
	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.05%	
Alliant-Topeka	99.05%	98.71%	
Alliant Wixom	99.34%	92.81%	78.70%
King-Atlanta	98.85%	98.58%	80.90%
King-Jacksonville	98.78%	94.53%	86.98%
King-Louisville	99.41%		79.26%
Maines 29, Conklin			
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England	98.88%		79.63%
RBIM Fullerton	99.13%	94.15%	#DIV/0!
RBIM Lewisville	98.51%	92.88%	#DIV/0!
RBIM Orlando	98.76%	93.60%	#DIV/0!
RBIM Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	98.80%	98.72%	86.84%
McLane Lubbock	#DIV/0!	#DIV/0!	
Nicholas & Co.	99.80%	98.04%	85.37%
PFD Supply	99.16%	90.78%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%	97.79%	
Reinhart-Cedar Rapids	99.05%	98.65%	83.34%
Reinhart-Oak Creek	99.31%	93.69%	60.81%
Reinhart-Rogers	99.50%	95.49%	75.92%
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	98.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	93.88%	
Sigma Harrisburg	99.69%		82.88%
Sigma Stockton	99.68%		
Sysco	99.68%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	
Didn't meet RSI Min.	
Didn't meet BK Min.	

**FIG. 32**

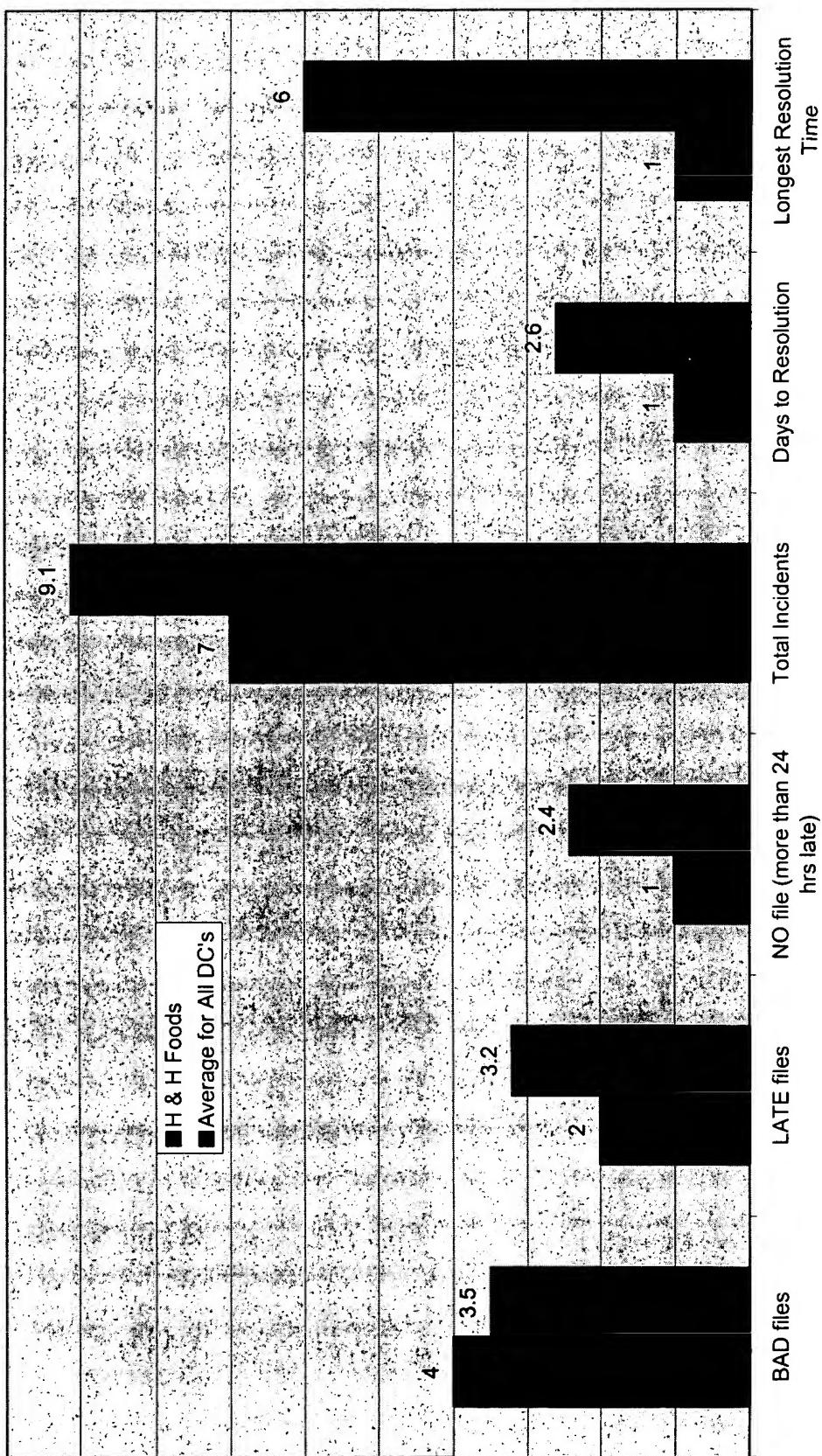
# FIG. 33



**FIG. 34**

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



**FIG. 35**



3500

## Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,900	97.8%	2.33%
COMARK INSTRUMENTS INC.	\$1,880	97.8%	2.11%
WHITEFORD FOODS INC	\$0	97.8%	2.11%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700	92.4%	2.66%
NCR-SYSTEMEDIA	\$0	92.4%	2.66%
SIGNATURE MEATS GROUP	\$0	92.4%	1.66%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.50%
MAUI CUP	\$0	95.1%	1.50%
MIRA PLASTICS	\$0	92.5%	1.25%
DIXIE PRODUCE & PACKAGING	\$0	92.5%	1.25%
NOR-LAKE, INC.	\$0	92.5%	1.25%
FORT JAMES OPERATING COMPANY	\$0	38.6%	1.90%
FRESH ADVANTAGE KC	\$0	94.8%	2.48%
SILVER KING - MN CORP	\$0	93.4%	2.51%
TYSON FOODS	\$0	93.4%	2.06%
READY ACCESS	\$0	94.8%	2.48%
GEORGIA PACIFIC TISSUE	\$0	93.4%	2.20%
CLougherty Packing	\$0	93.4%	1.55%
BEVERAGE AIR	\$0	93.4%	1.02%
COMPONENT HARDWARE GROUP, INC.	\$0	93.4%	3.00%
COCA-COLA USA	\$0	93.4%	3.00%
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS	\$0	96.3%	2.20%
FRESH EXPRESS	\$0	96.3%	1.02%
TAYLOR FARMS	\$0	93.8%	2.98%
MODULAR DISPENSING SYSTEM	\$0	93.8%	2.98%
CENTURY PRODUCTS LLC	\$3,428	93.8%	2.98%
ROSE PACKING COMPANY	\$0	93.8%	2.98%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK	Didnt't meet RSI Min.
----	-----------------------

## Mock Report/1

3600

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

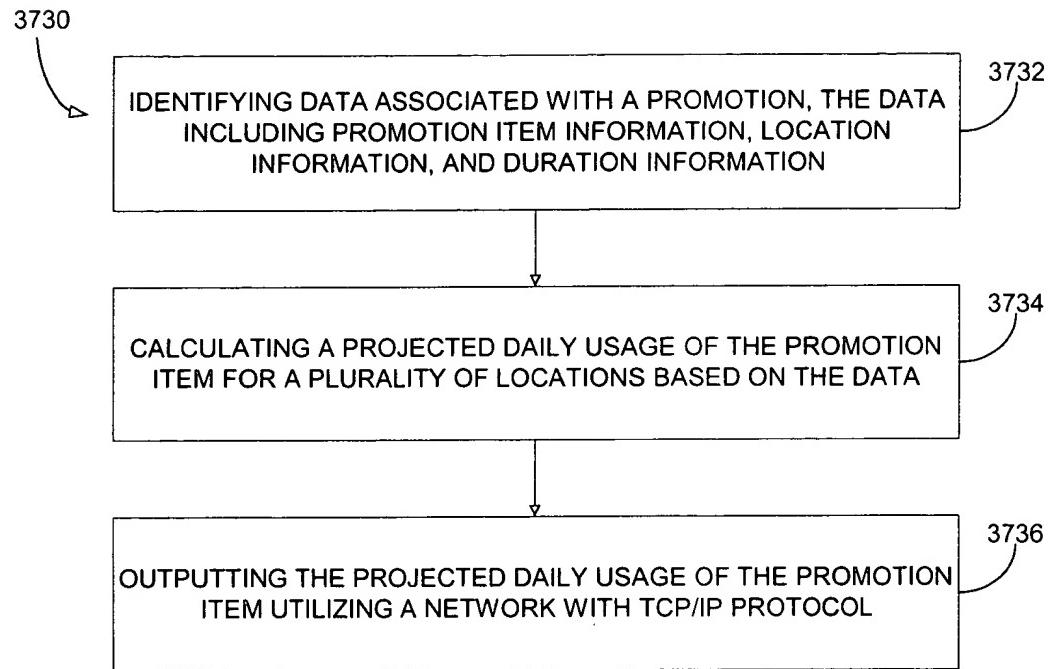


FIG. 37

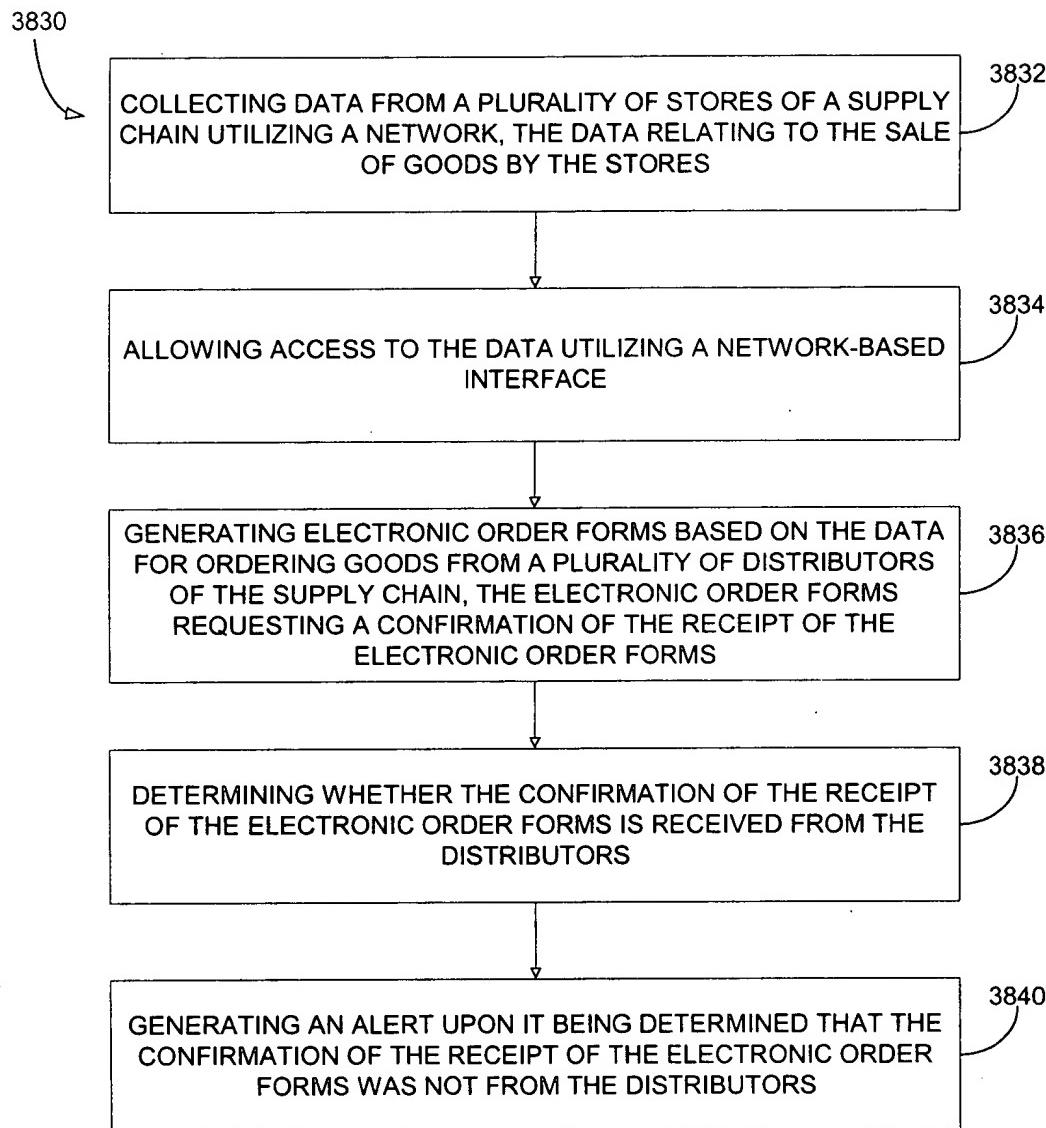
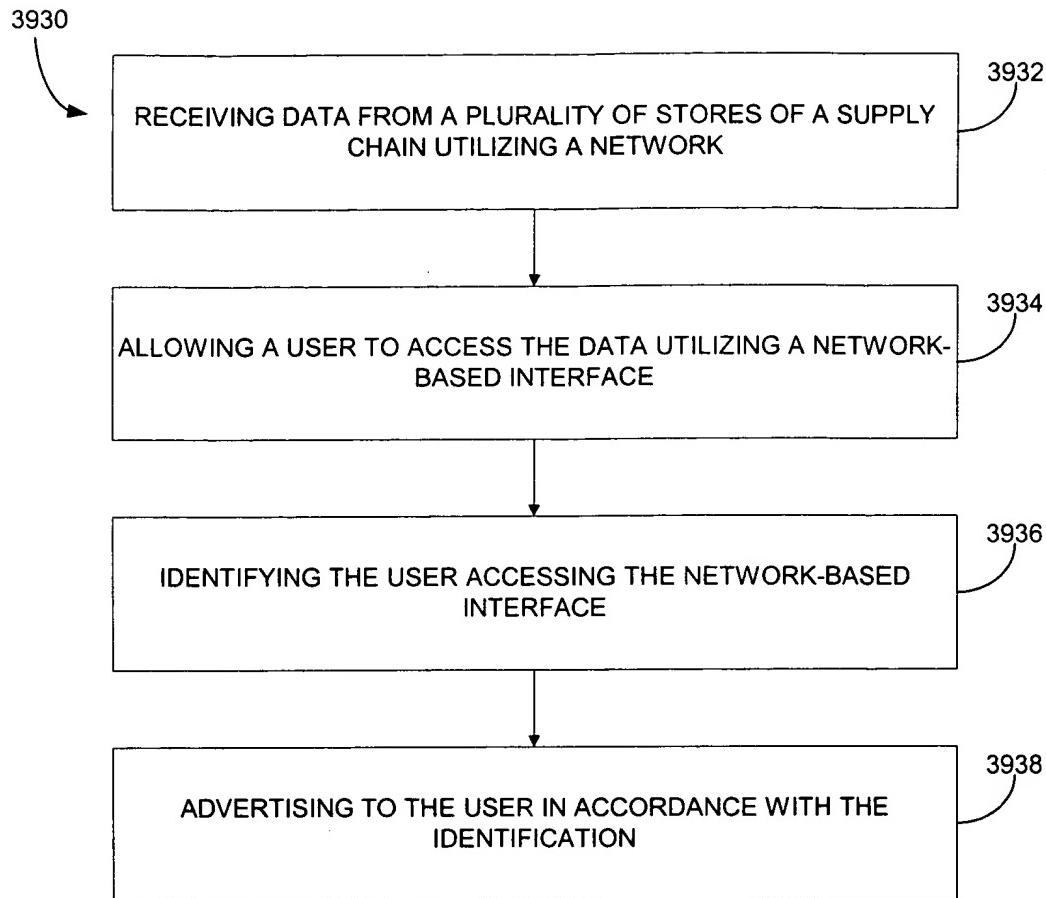


FIG. 38



**FIG. 39**

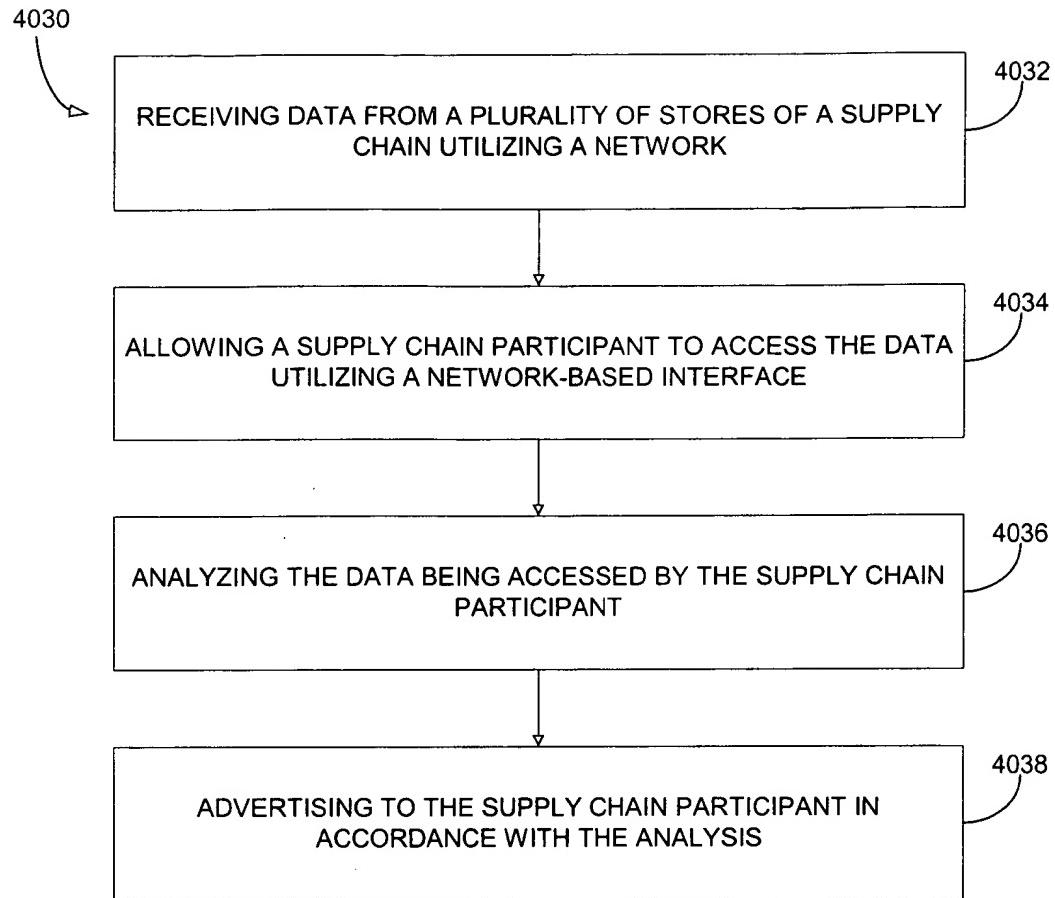


FIG. 40

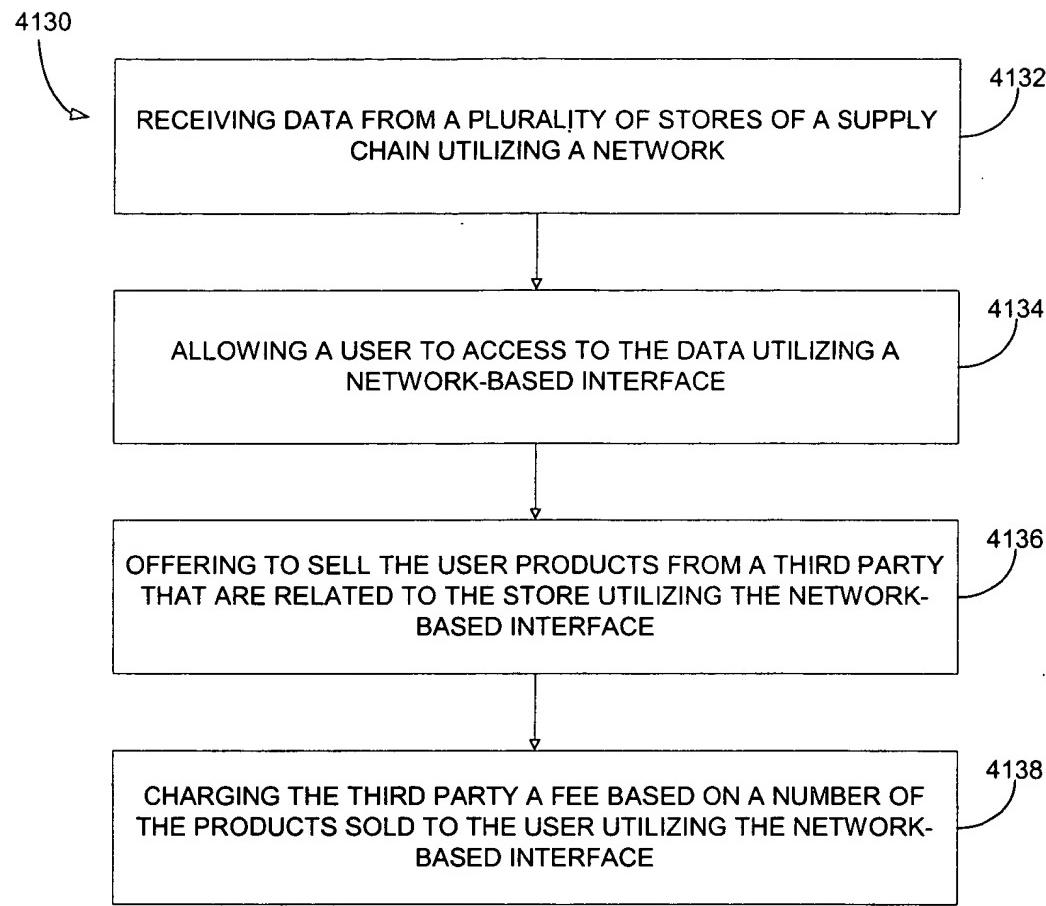
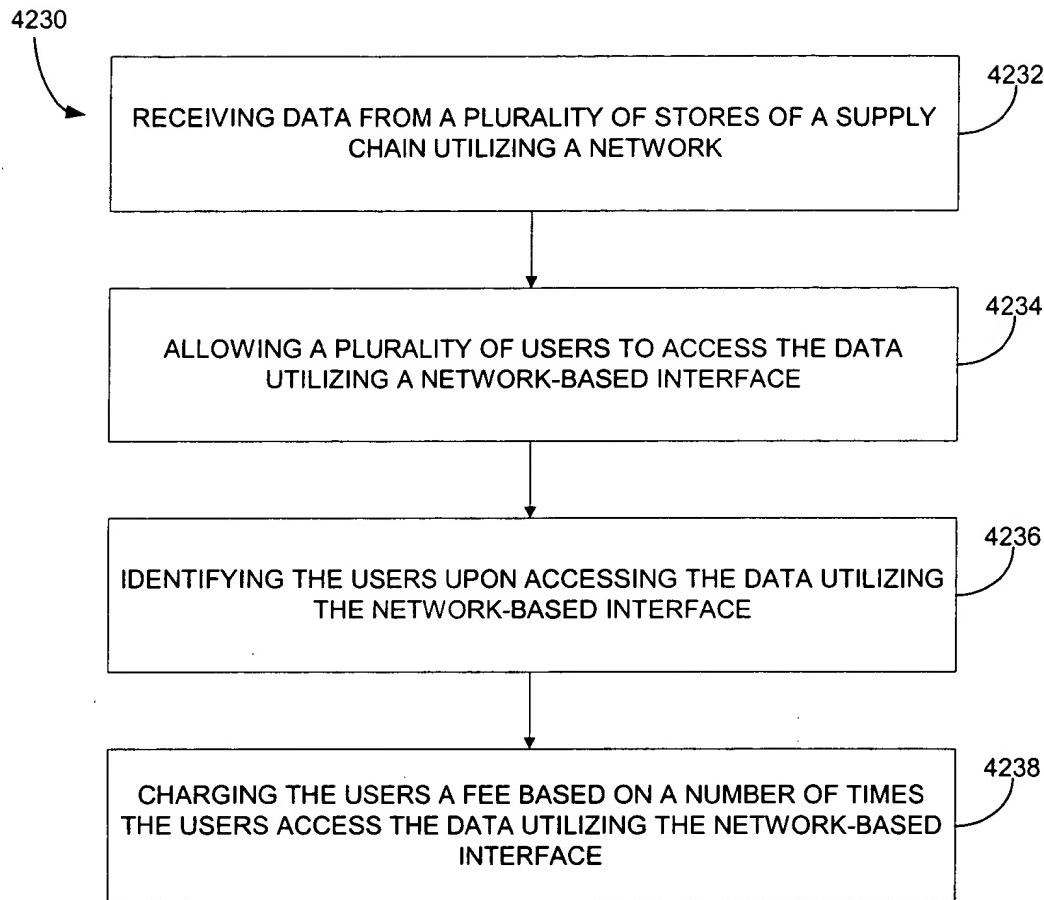
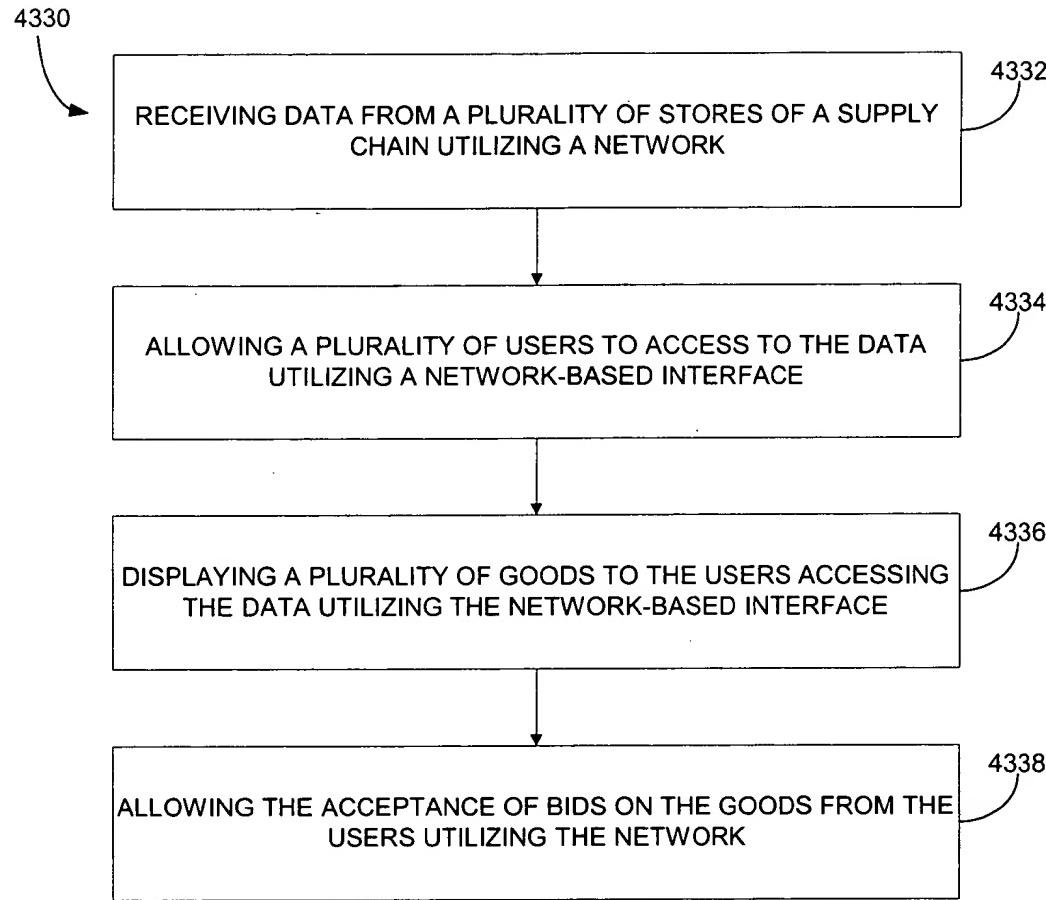


FIG. 41



**FIG. 42**



**FIG. 43A**

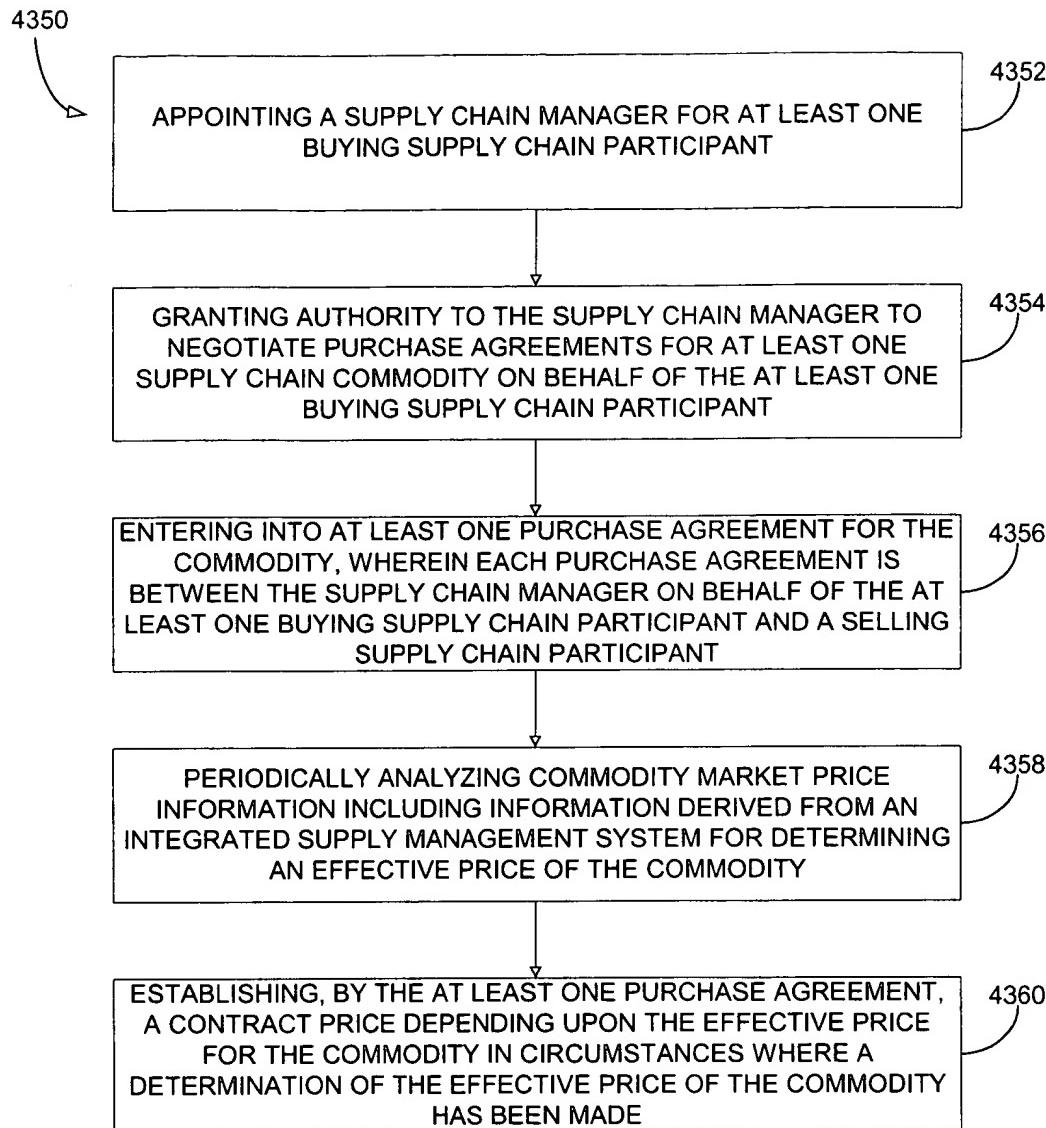


FIG. 43B

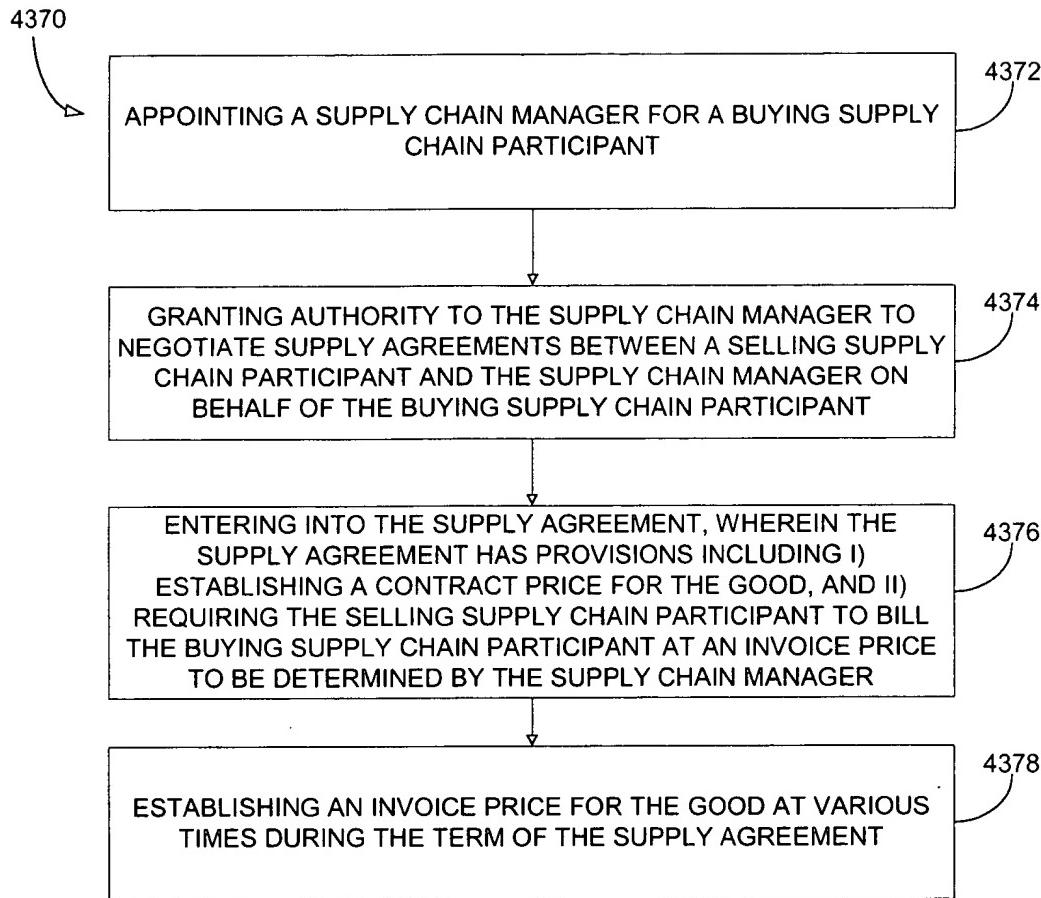


FIG. 43C

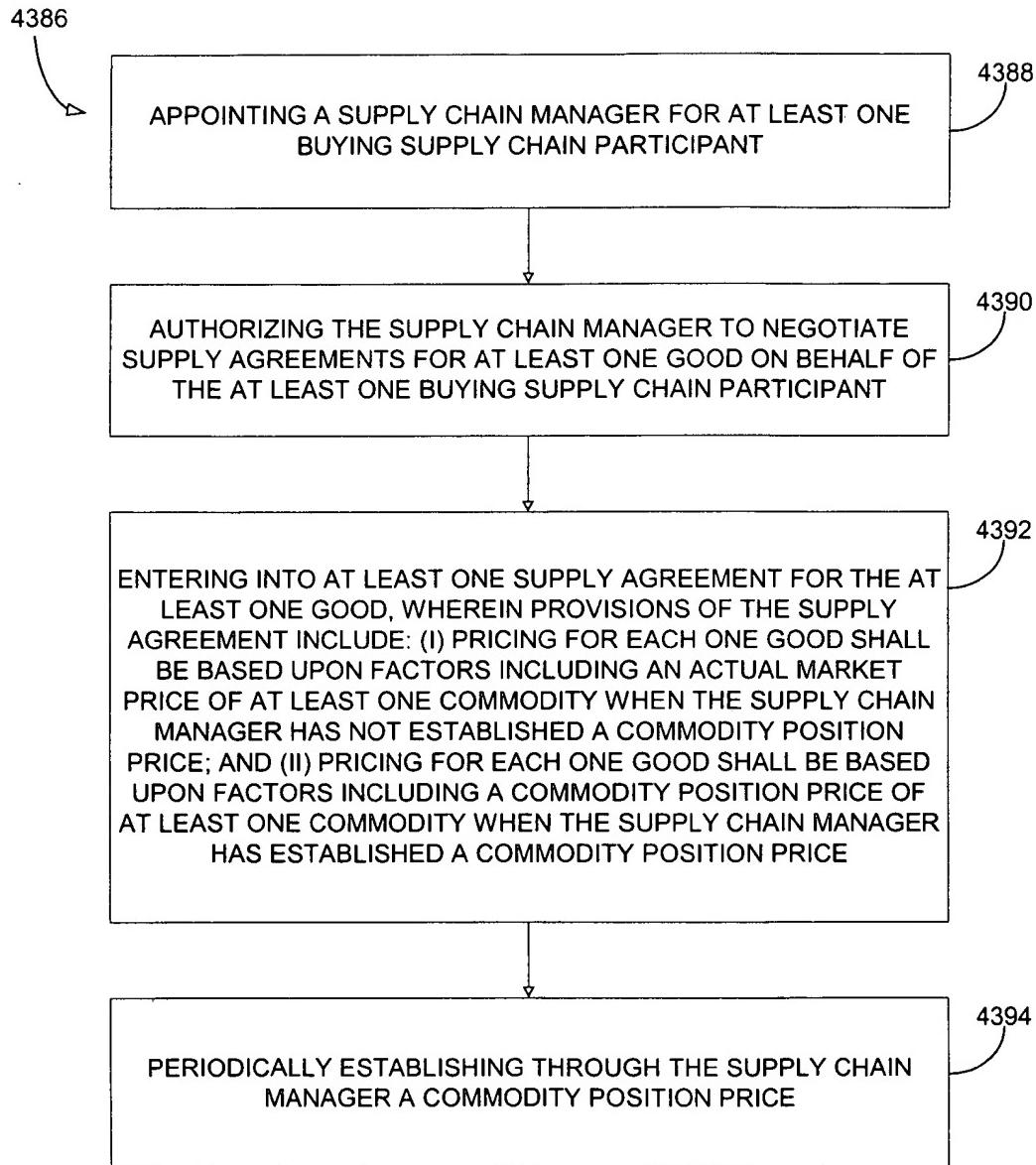


FIG. 43D

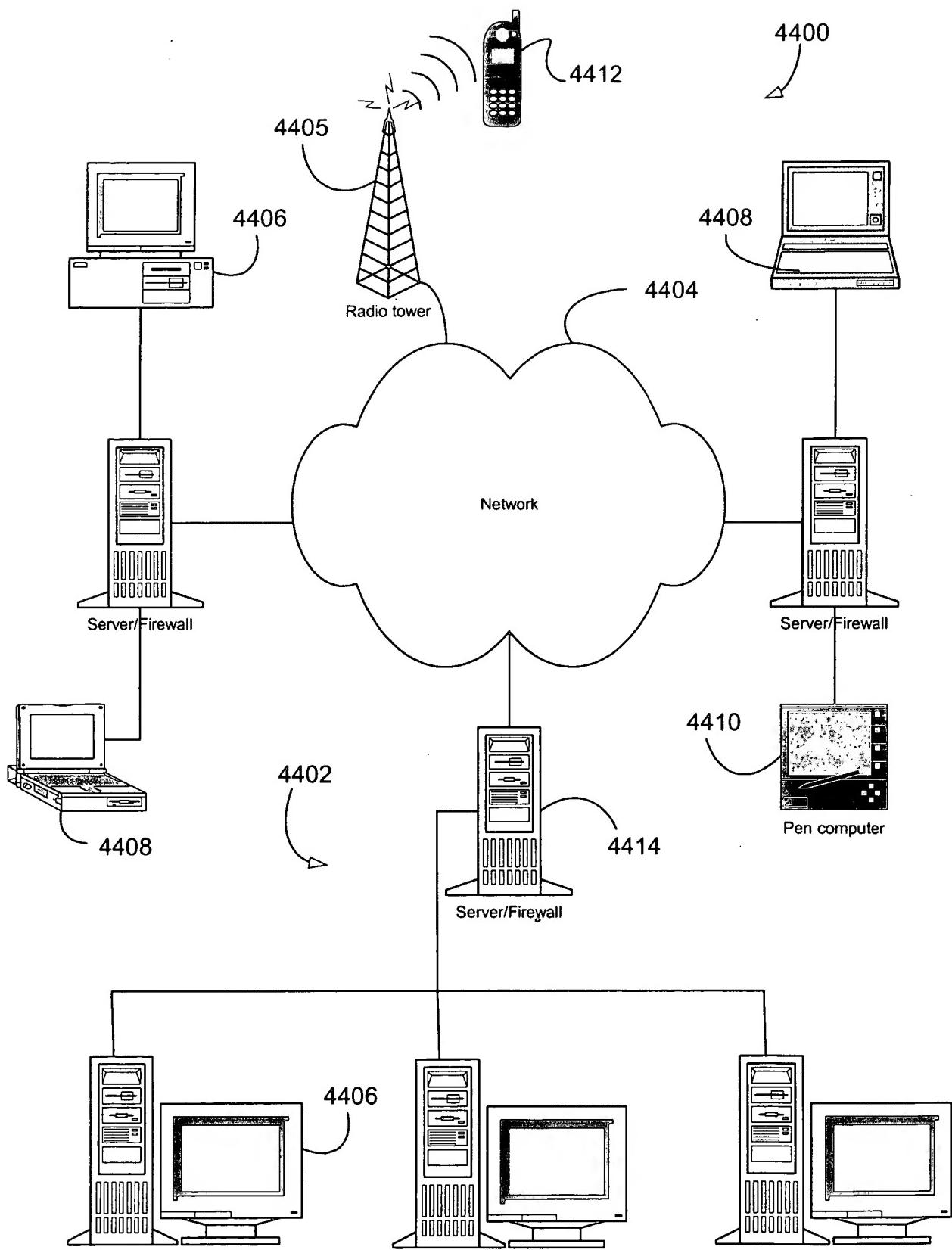
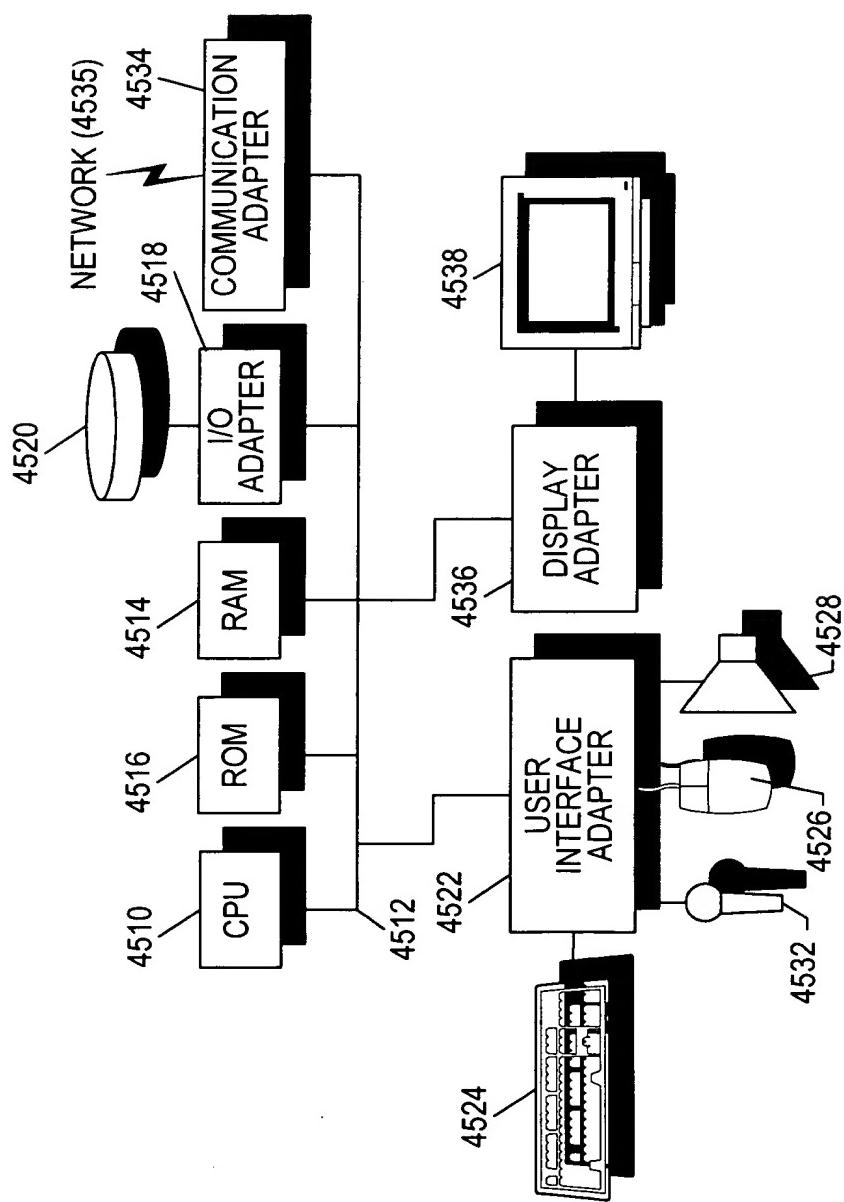


FIG. 44

**FIG. 45**



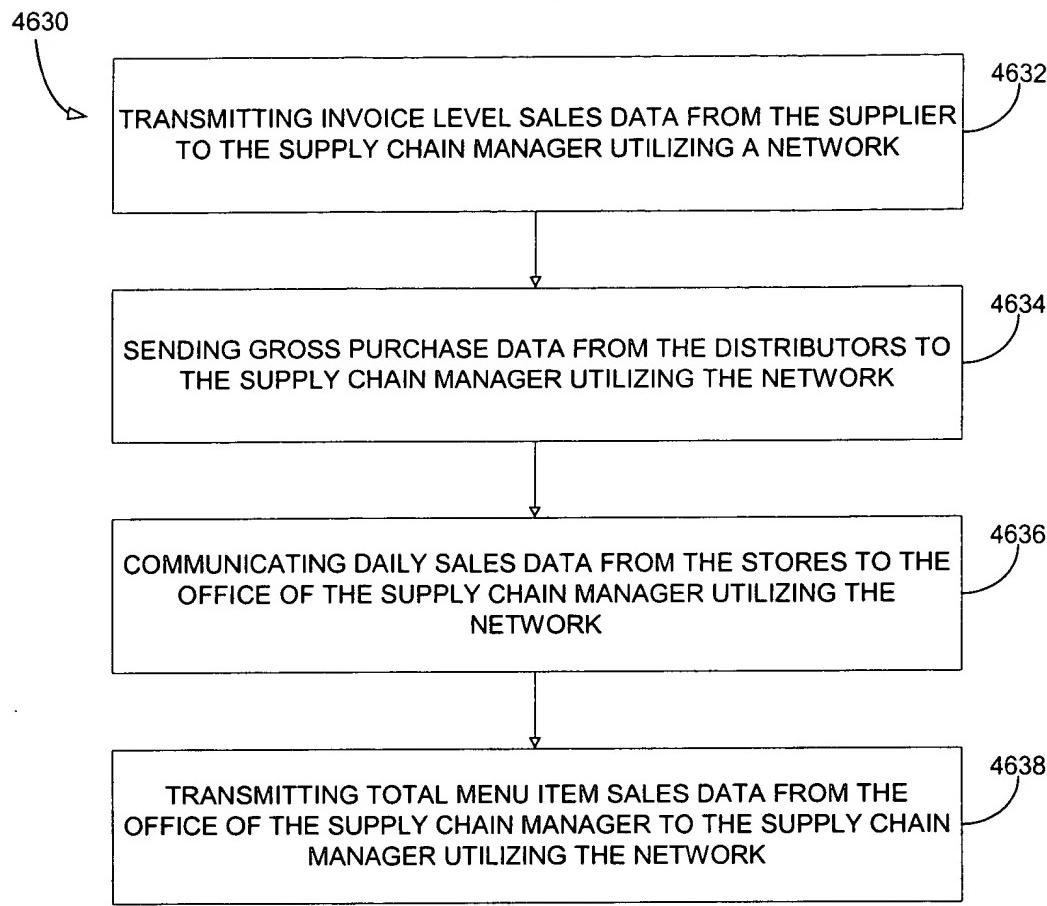


FIG. 46

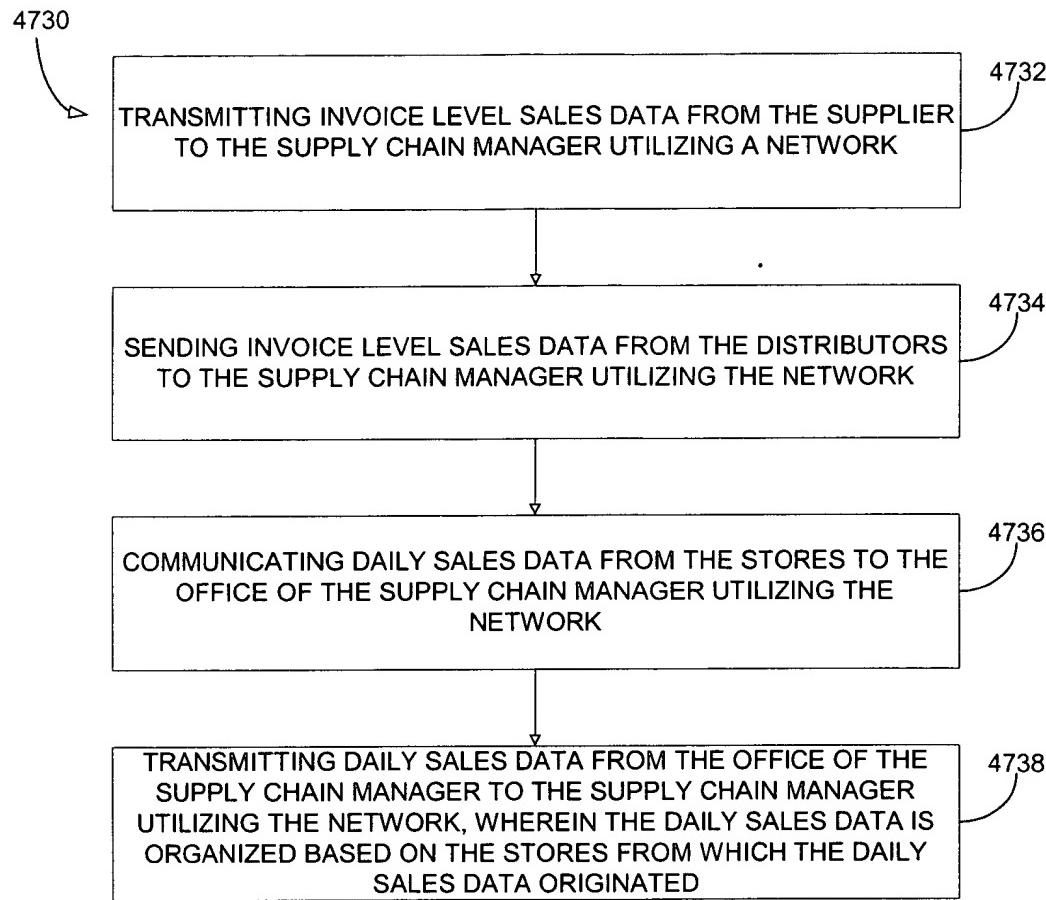


FIG. 47

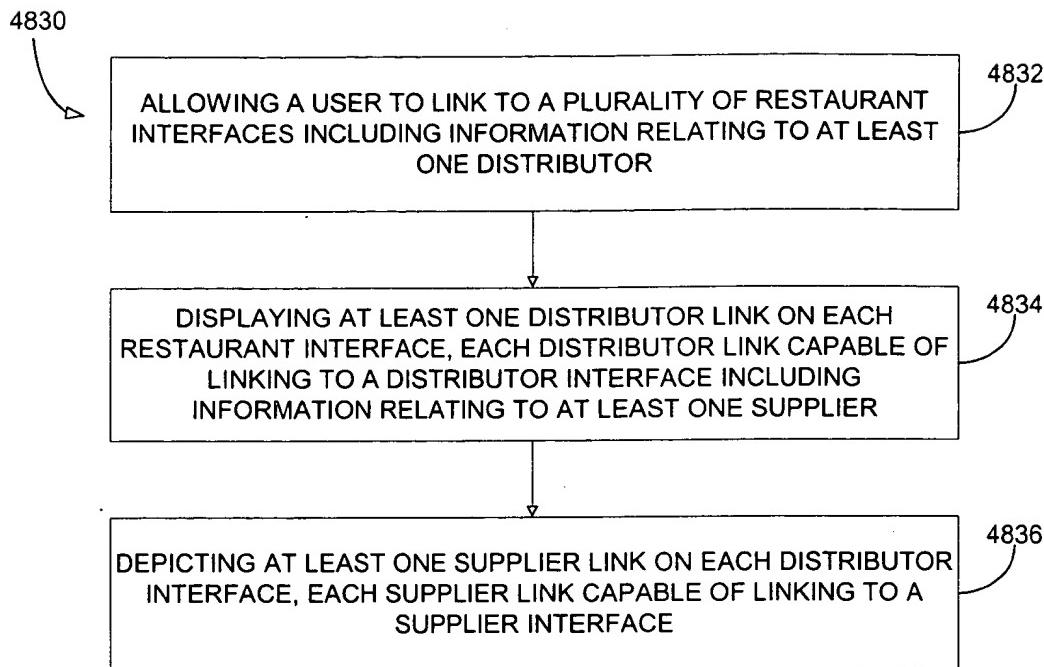


FIG. 48

**FIG. 49**

The screenshot shows a Microsoft Internet Explorer window displaying the [RSI website](http://www.rsiweb.com/home/index.asp). The main content area features a large logo with the letters 'RSI' in bold, followed by the text 'Restaurant Services, Inc.' and 'BURGER KING® System Independent Purchasing & Distribution Service Coop'. Below this is a navigation menu with links: 'About RSI', '4902', '4904', 'Contact Information', 'Map/Directions', 'General Information', 'Legal Information', and 'More About RSI'. A 'Help' link is also present. To the right of the menu is a small image of a meal. The background of the page has a faint map of the United States.

**About RSI**

**4904**

**4900**

**4902**

**Contact Information**

**Map/Directions**

**General Information**

**Legal Information**

**More About RSI**

**Help**

**BKCC link**

**NFA link**

**Click For Help**

**User Name**

**Password**

**Franchisee**

**Enter Site**

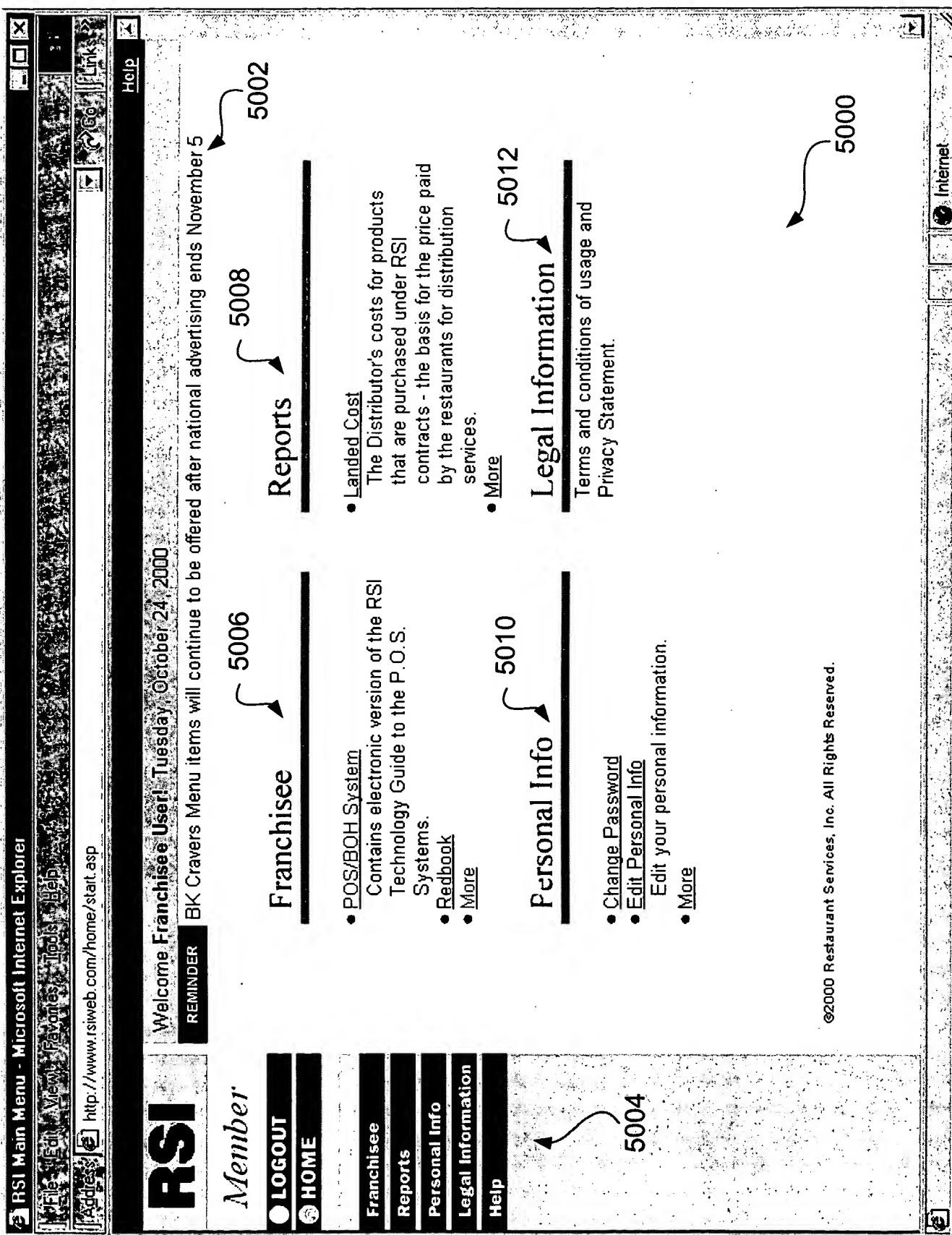
**Restaurant Services, Inc. (RSI)** is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, "missouri" and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency.

**FIG. 50**



TELECOM INSTITUTE

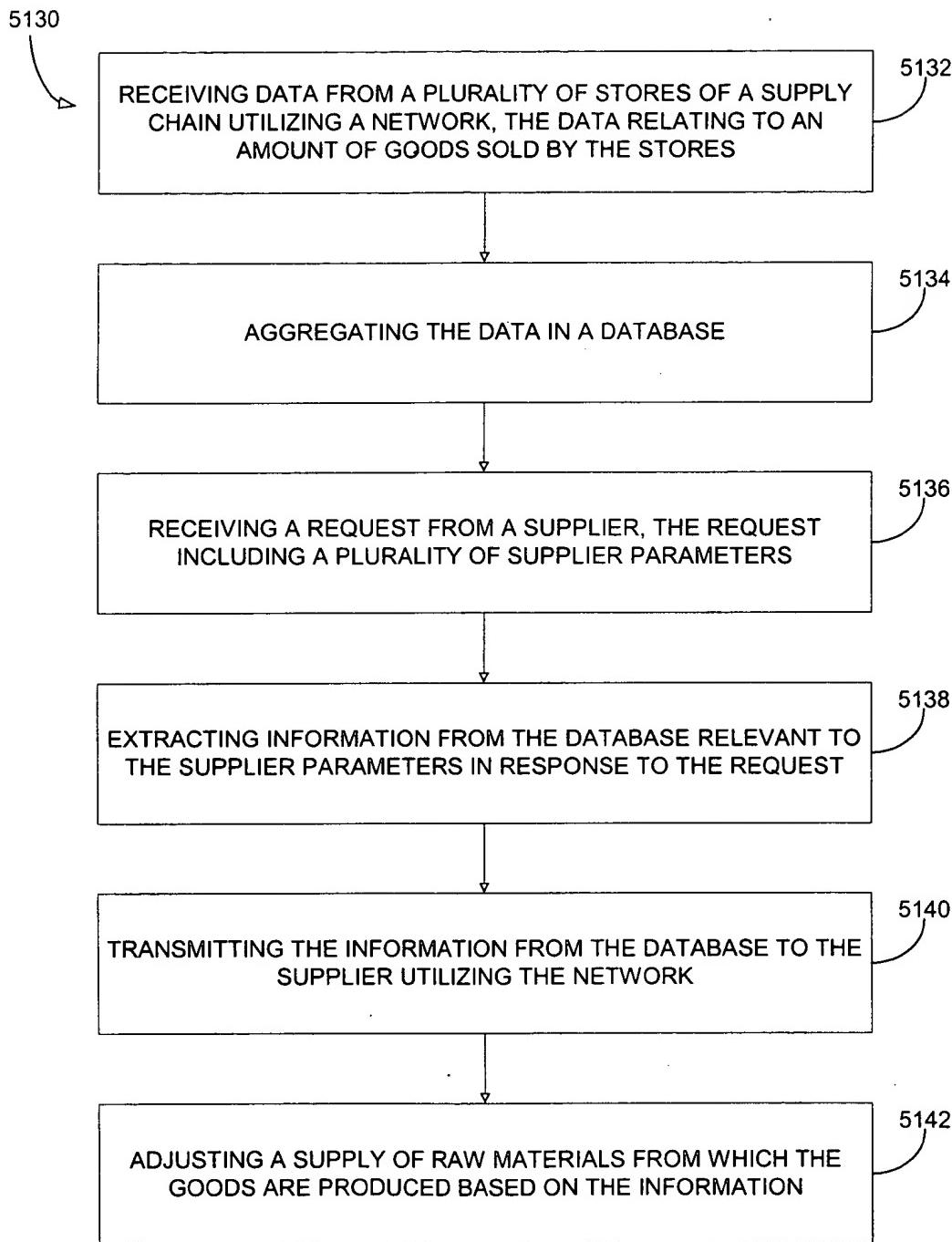


FIG. 51

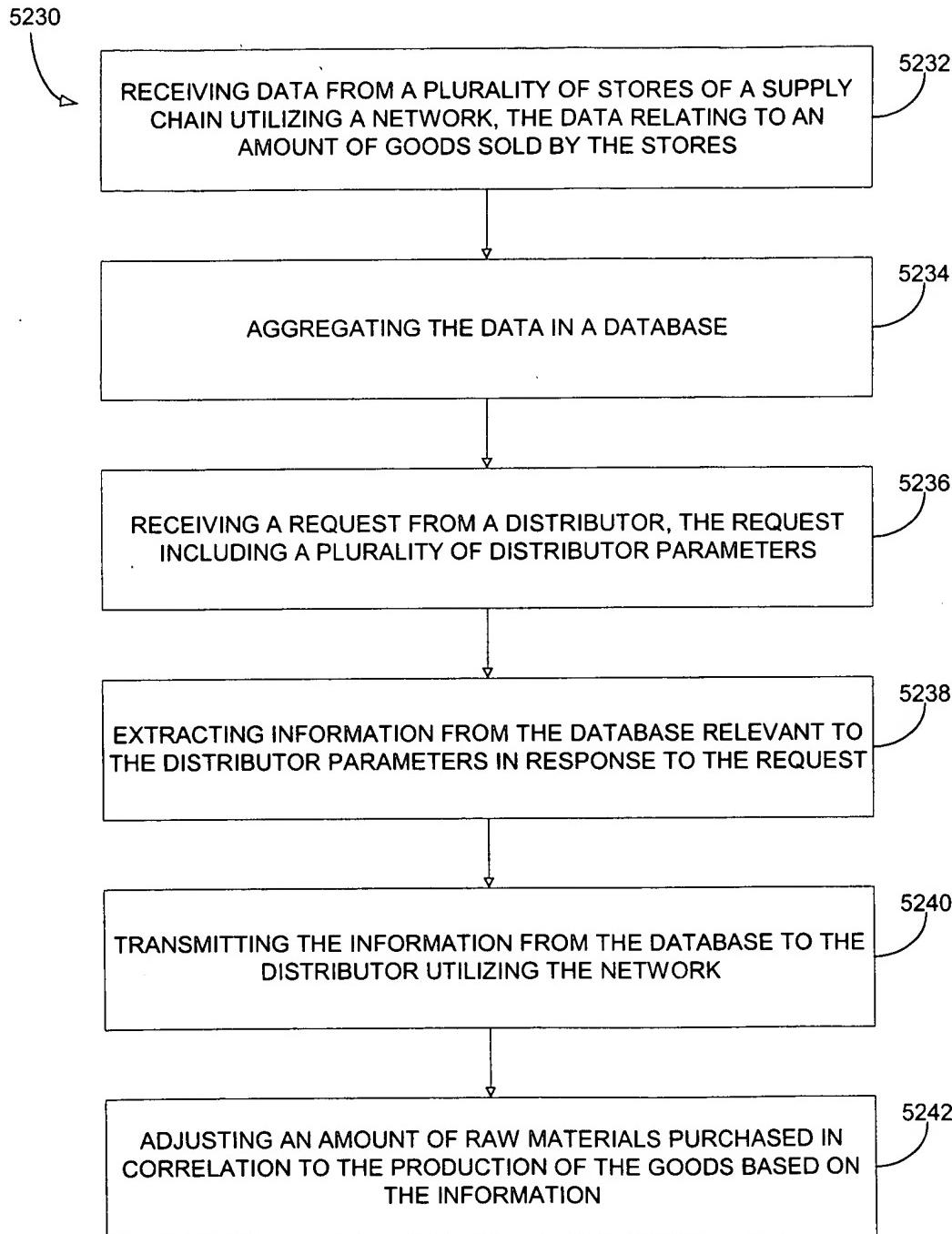


FIG. 52

**RSI**

[Printer Friendly Version](#)

**Distributor**

[Logout](#)

[Home](#)

[Reports](#)

[Personal Info](#)

[Legal Information](#)

[Help](#)

**POS Implied Daily Usage - Distributor - Microsoft Internet Explorer**

[http://www.rsiweb.com/dc/d\\_lpposdaily.asp](http://www.rsiweb.com/dc/d_lpposdaily.asp)

**POS Implied Daily Usage - Distributor**  
Tuesday, October 24, 2000

**5300**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	Item Description	14 Day Rolling (Total Cases)												Week Ending Total	
		% Chg 14 Day Avg	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11		
Number of Restaurants Serviced by DC	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200
18988 SAUCE: BBQ BULK BULLSEYE	0.00%	13	21	23	18	16	16	16	14	21	21	16	13	13	108
20788 MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	19	19	16	15	14	110
24340 MAYONNAISE: BULK BK	0.00%	134	97	21	173	166	154	153	160	200	206	175	165	151	184
24986 STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189
25318 FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	8	9	70
25452 KNIFE: WRAPPED BULK BK	0.00%	3	3	3	2	2	2	2	3	3	3	3	2	2	18
27682 KETCHUP: BULK BAG IN BDX	0.00%	89	134	142	115	104	102	101	100	136	139	116	106	102	708
27680 KETCHUP: PACKETS 10g BK	0.00%	127	194	205	180	143	142	139	144	187	197	160	142	140	1112
<input type="checkbox"/> Done	<input type="checkbox"/> Internet														

**FIG. 53**

**RSI**

**Distributor**

**Logout**

**HOME**

Address: [http://test.rsilink.com/dc/d\\_ipipromodetail.asp?dc=26576](http://test.rsilink.com/dc/d_ipipromodetail.asp?dc=26576)

Help

**Printer Friendly Version**

**REINHART - CEDAR RAPIDS, IA**

**Local Promotion Summary by DC**

**Tuesday, October 24, 2000**

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Local Promotion Option	Start Date	Projected Dry Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	5/1/00	85	99	8	
Davenport-Rt-Moline, IA	6/1/00	85	32	17	
Des Moines-Ames, IA	7/1/00	85	17	28	
Omaha, NE	7/1/00	85	17	50	
Peoria, IL	6/1/00	85	99	17	
Sioux City, IA	8/26/00	85	99	10	
Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
<b>Cedar Rapids-Waterloo-Dubuque, IA</b>	<b>4/15/00</b>	<b>99</b>	<b>19</b>	<b>131</b>	
Davenport-Rt-Moline, IA	4/15/00	99	99	3	
Ottumwa-Kinsville, IA	4/15/00	99	99	3	
<b>Big King Total</b>				<b>39</b>	
Chicago, IL	5/15/00	20	99	8	
Peoria, IL	5/1/00	20	99	17	
Sioux City, IA	4/15/00	20	99	10	
<b>Pancake Minis Total</b>				<b>35</b>	

**Done**

**Internet**

**RSI**

**Supplier**

**Logout**

**HOME**

**Reports**

**Personal Info**

**Legal Information**

**Help**

**Address:** http://www.rsiweb.com/Supplier/s\_iposdaily.asp?report=true

**Supplier:** TYSON FOODS

**Retrieve**

**POS Implied Daily Usage - Supplier**

**5500**

**Printer Friendly Version**

**Supplier: TYSON FOODS**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

FOB Point	DC	RSI Item No	Description	14 Day Rolling (Total Cases)												Week Ending Total					
				% Chg Day	10/9	10/10	10/11	10/12	10/13	10/14	10/15	10/16	10/17	10/18	10/19						
<b>TOTAL</b>					90	137	144	111	100	98	85	100	134	137	125	100	100	780	774	788	781
<b>6 CHICKEN PATTY</b>					35	51	60	48	45	43	40	53	60	48	45	41					
<b>7 CHICKEN BK BROILER</b>					222	335	337	285	240	229	225	246	348	315	285	228	223				
<b>8 CHICKEN TENDERS</b>																					
<b>CHICKEN</b>																					

**Internet**

**Done**

**FIG. 55**

**FIG. 56**

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer																																																											
<input type="button" value="Member"/> <input type="button" value="Logout"/> <input type="button" value="HOME"/> <input type="button" value="Franchisee"/> <input type="button" value="Reports"/> <input type="button" value="Personal Info"/> <input type="button" value="Legal Information"/> <input type="button" value="Help"/>																																																											
<b>RSI</b> <input type="button" value="Landed Cost Report"/> <input type="text" value="Address: http://www.tsiweb.com/fran/_lptlc.asp?report=true"/> <input type="button" value="Go!"/> <input type="button" value="Links"/> <input type="button" value="Help"/>																																																											
<p style="text-align: center;">5600</p> <hr/>																																																											
<table border="1"> <tr> <td><input type="text" value="Restaurant Number: 0003473"/></td> <td><input type="text" value="Date: 10/22/00"/></td> <td><input type="button" value="Retrieve"/></td> </tr> </table>						<input type="text" value="Restaurant Number: 0003473"/>	<input type="text" value="Date: 10/22/00"/>	<input type="button" value="Retrieve"/>																																																			
<input type="text" value="Restaurant Number: 0003473"/>	<input type="text" value="Date: 10/22/00"/>	<input type="button" value="Retrieve"/>																																																									
<p style="text-align: center;"><b>Printer Friendly Version</b> <b>Restaurant Landed Cost Verification Report</b></p>																																																											
<p>Report Date: Sunday, October 22, 2000          Restaurant Number: 0003473          Distribution Center: REINHART - CEDAR RAPIDS, IA</p>																																																											
<p>Report Contact: Robert Harris          Contact Number: 305-529-3409</p>																																																											
<p>The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.</p>																																																											
<table border="1"> <thead> <tr> <th>RSI Item No.</th> <th>DC Item No.</th> <th>RSI Item Description</th> <th>DC Cost</th> <th>Markup</th> <th>Rest. Cost</th> </tr> </thead> <tbody> <tr> <td>10340</td> <td>4439</td> <td>REGISTER TAPE-THERMAL 2.25" X 165'</td> <td>\$21.27</td> <td>\$1.57</td> <td>\$22.84</td> </tr> <tr> <td>12880</td> <td>3586</td> <td>SUGAR SUBSTITUTE-PINK PKT 2000 CT</td> <td>\$5.87</td> <td>\$1.57</td> <td>\$7.44</td> </tr> <tr> <td>18888</td> <td>369</td> <td>SAUCE-BULK KRAFT BULLSEYE</td> <td>\$24.48</td> <td>\$1.57</td> <td>\$26.05</td> </tr> <tr> <td>19432</td> <td>4473</td> <td>COFFEE-FOLGERS REGULAR</td> <td>\$44.50</td> <td>\$1.57</td> <td>\$46.07</td> </tr> <tr> <td>20788</td> <td>67</td> <td>MUSTARD-BULK 36AL</td> <td>\$6.46</td> <td>\$1.57</td> <td>\$8.02</td> </tr> <tr> <td>20940</td> <td>4281</td> <td>WRAP-LOCAL OPTION</td> <td>\$29.78</td> <td>\$1.57</td> <td>\$31.35</td> </tr> <tr> <td>24340</td> <td>66</td> <td>SAUCE-BULK MAYONNAISE</td> <td>\$7.81</td> <td>\$1.57</td> <td>\$9.38</td> </tr> <tr> <td>24600</td> <td>4270</td> <td>WATER-ICE MOUNTAIN .5L</td> <td>\$6.41</td> <td>\$1.57</td> <td>\$7.98</td> </tr> </tbody> </table>						RSI Item No.	DC Item No.	RSI Item Description	DC Cost	Markup	Rest. Cost	10340	4439	REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84	12880	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44	18888	369	SAUCE-BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05	19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07	20788	67	MUSTARD-BULK 36AL	\$6.46	\$1.57	\$8.02	20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35	24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38	24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
RSI Item No.	DC Item No.	RSI Item Description	DC Cost	Markup	Rest. Cost																																																						
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<input type="button" value="Done"/> <input type="button" value="Internet"/>																																																											

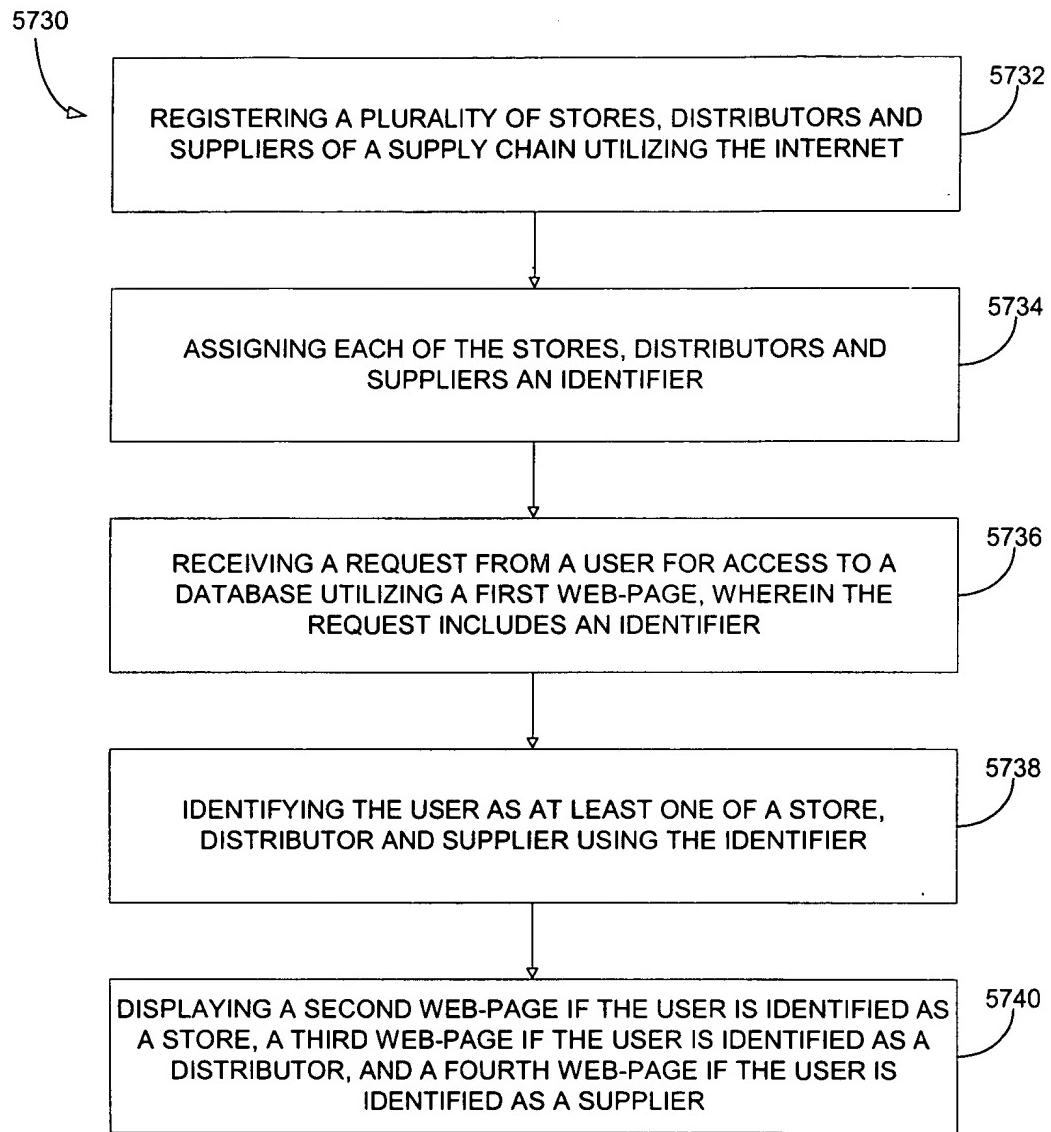
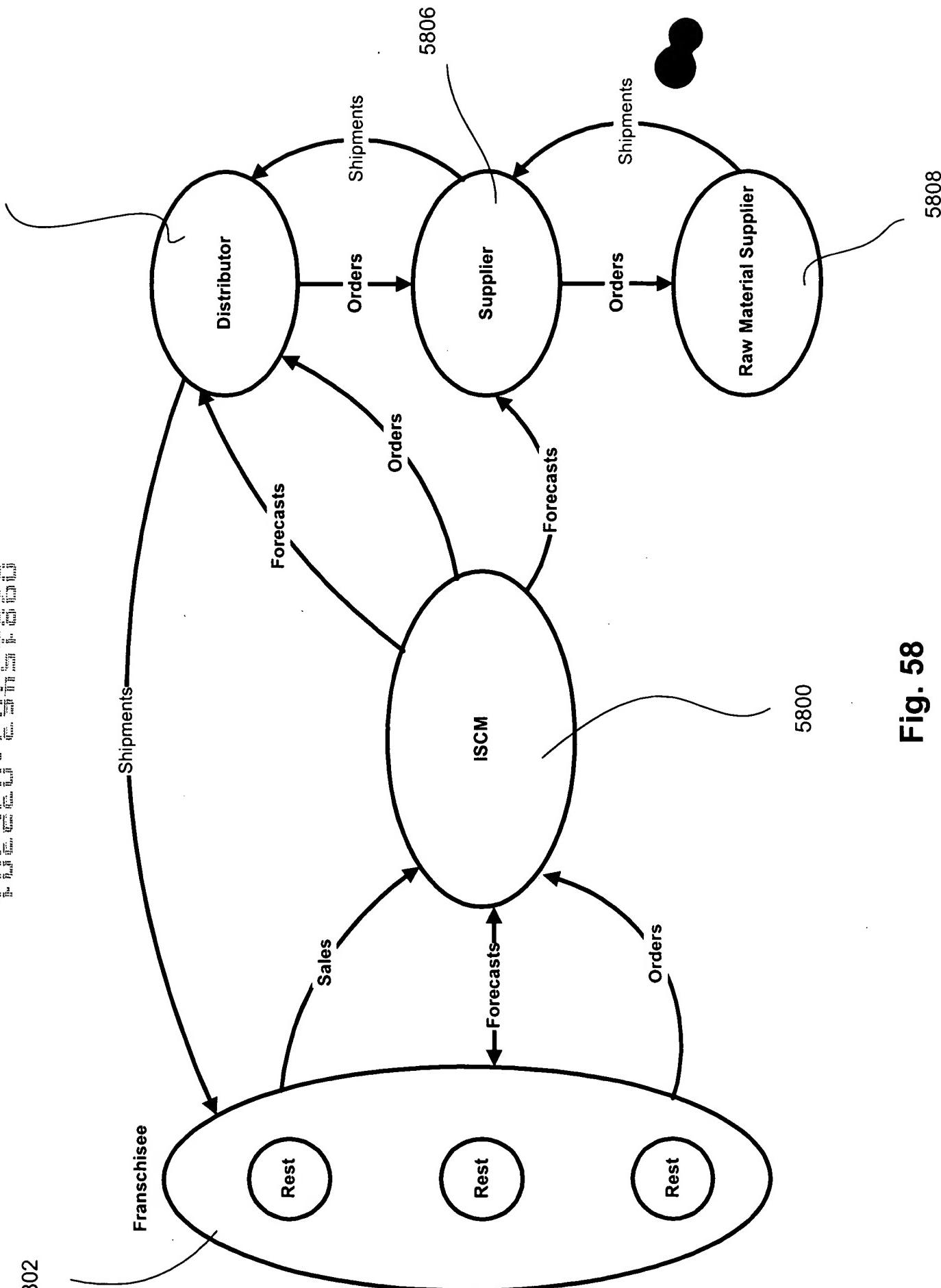


FIG. 57

5802

T. ፳፻፲፭ ዓ.ም. በ፩፻፲፭ ዓ.ም. ተስፋ ከ፩፻፲፭ ዓ.ም.

5804

**Fig. 58**

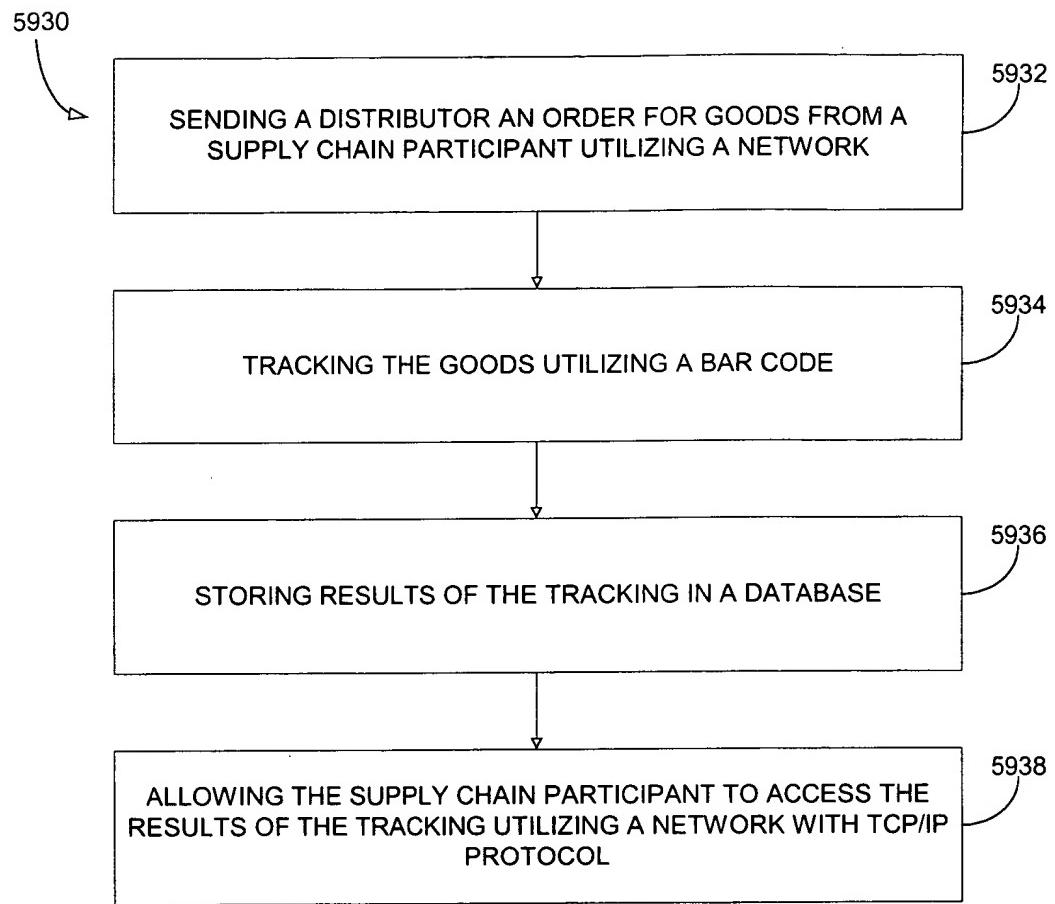
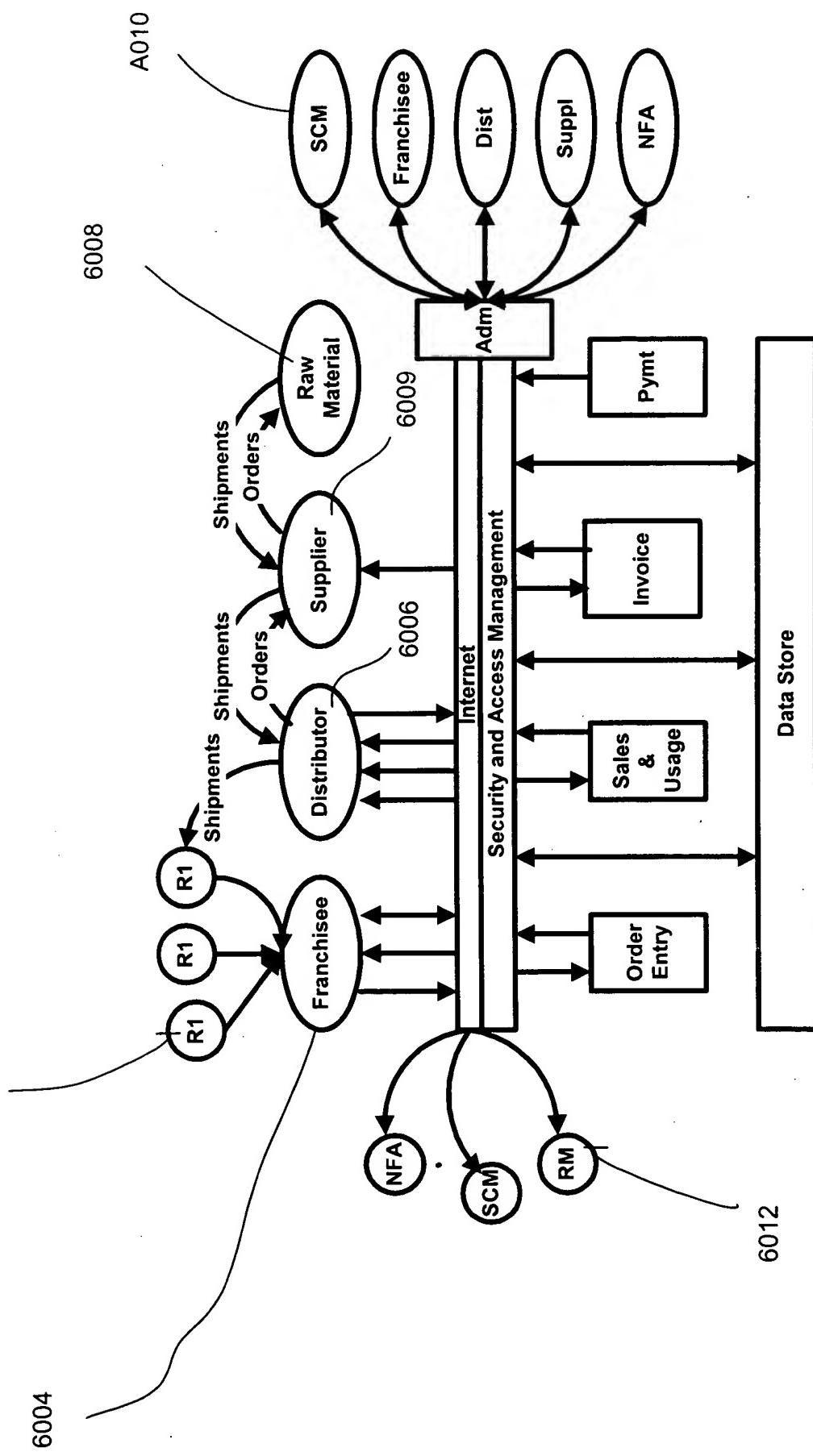


FIG. 59

**Fig. 60**

Digitized by srujan ka



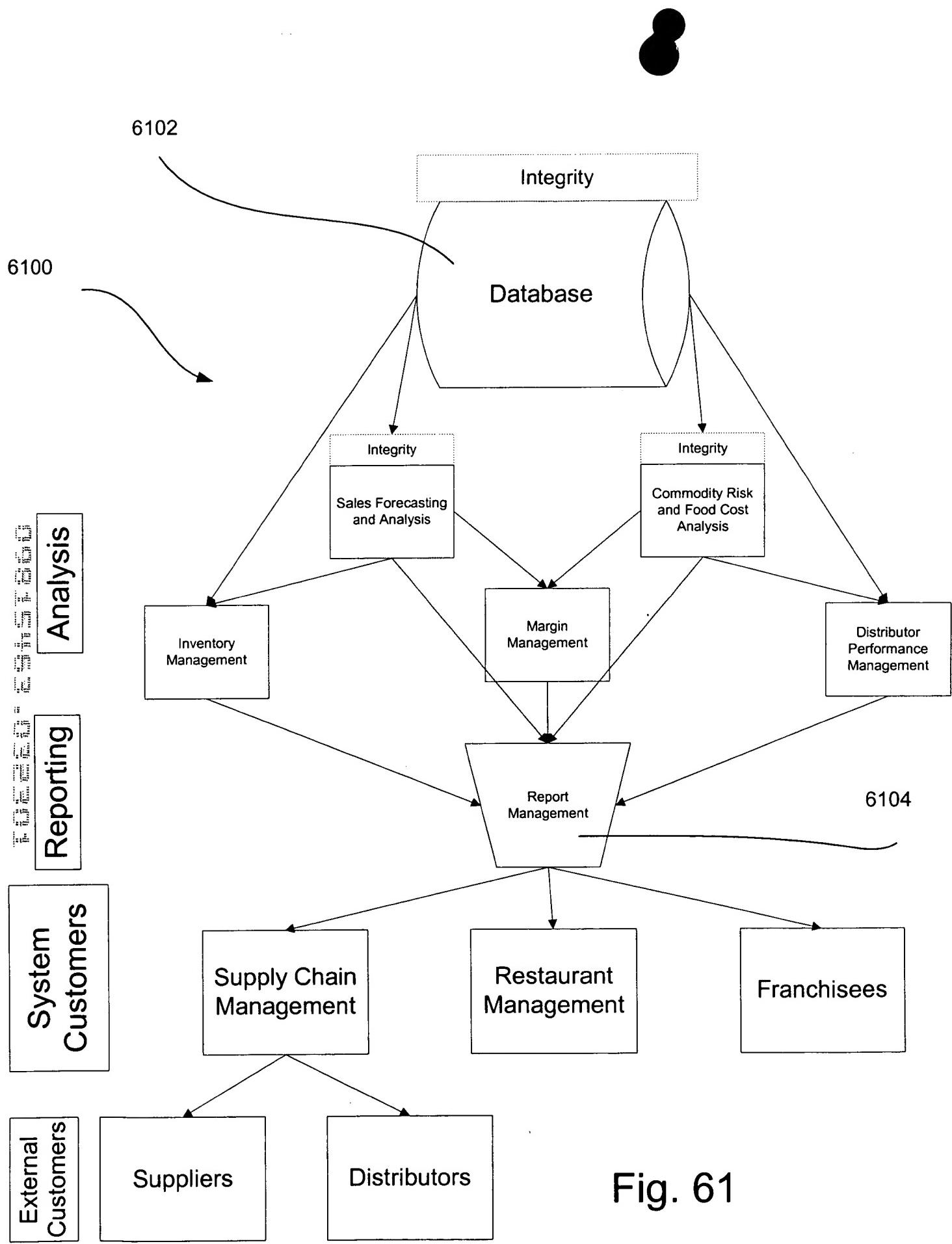


Fig. 61

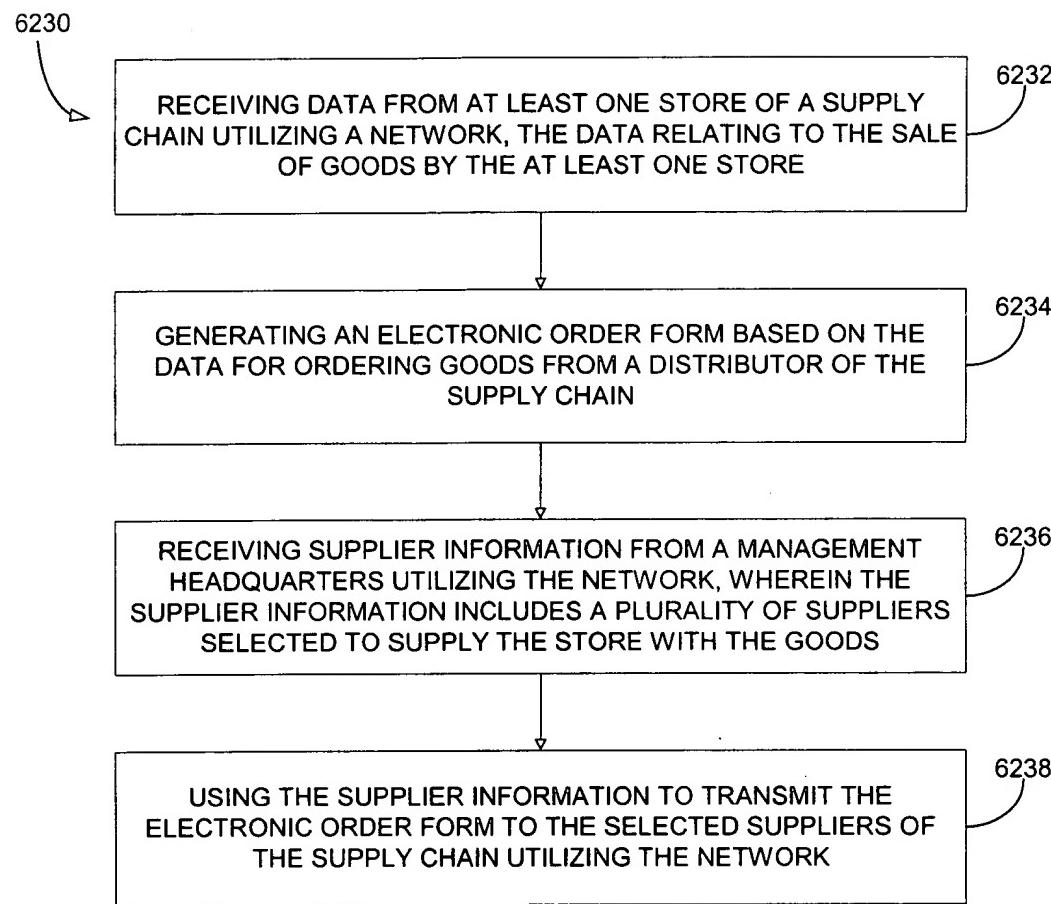
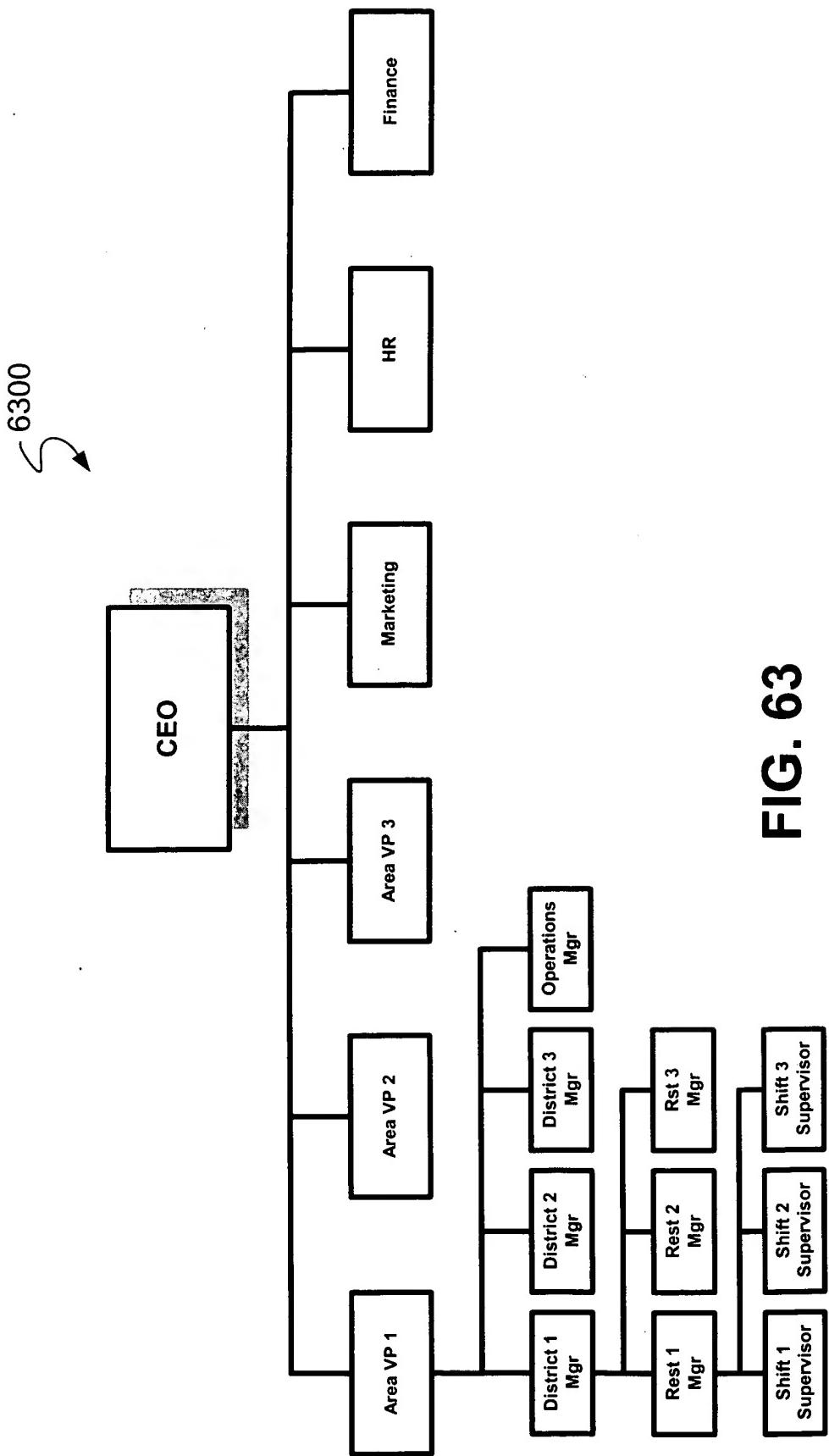


FIG. 62

**FIG. 63**



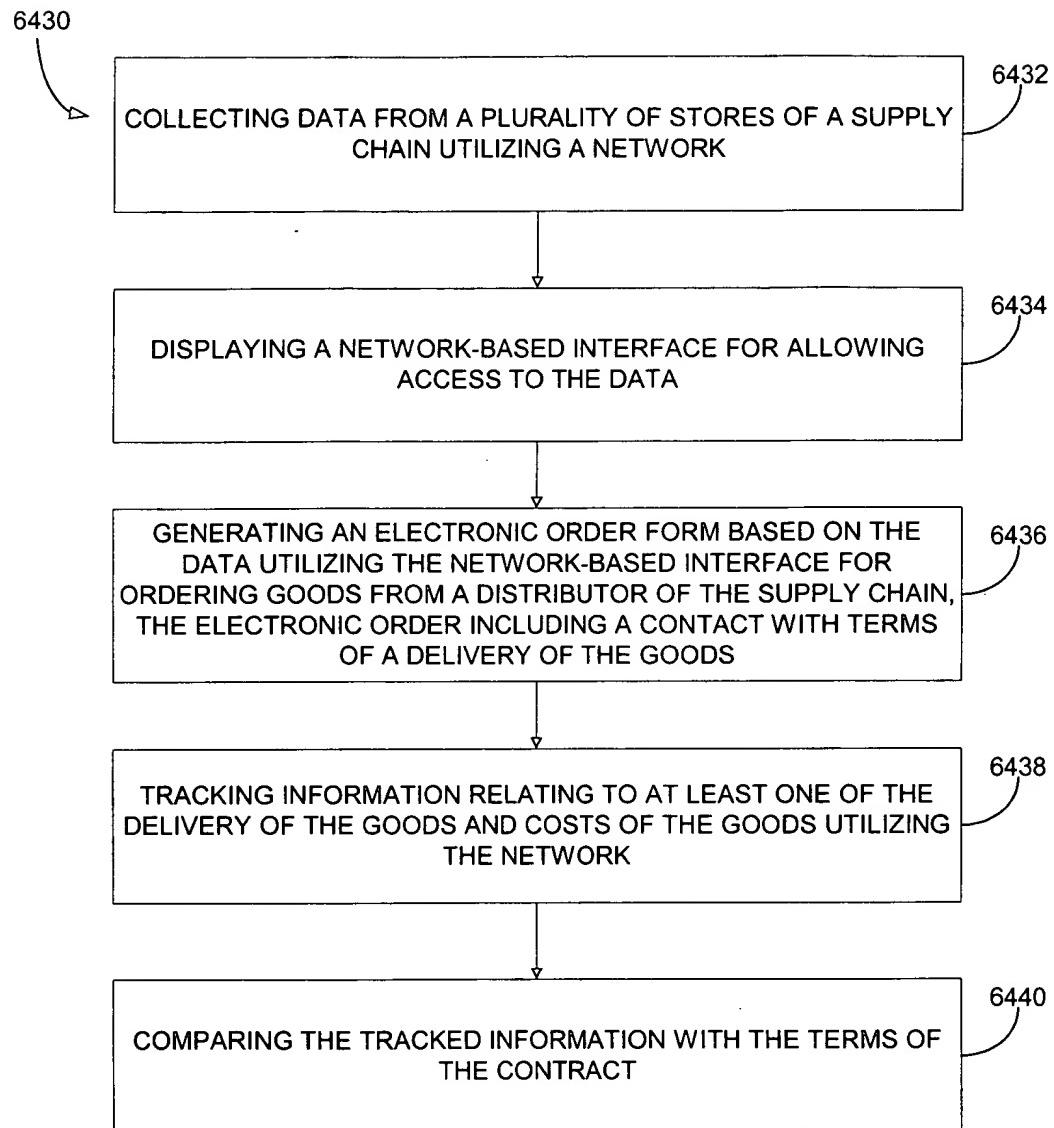


FIG. 64

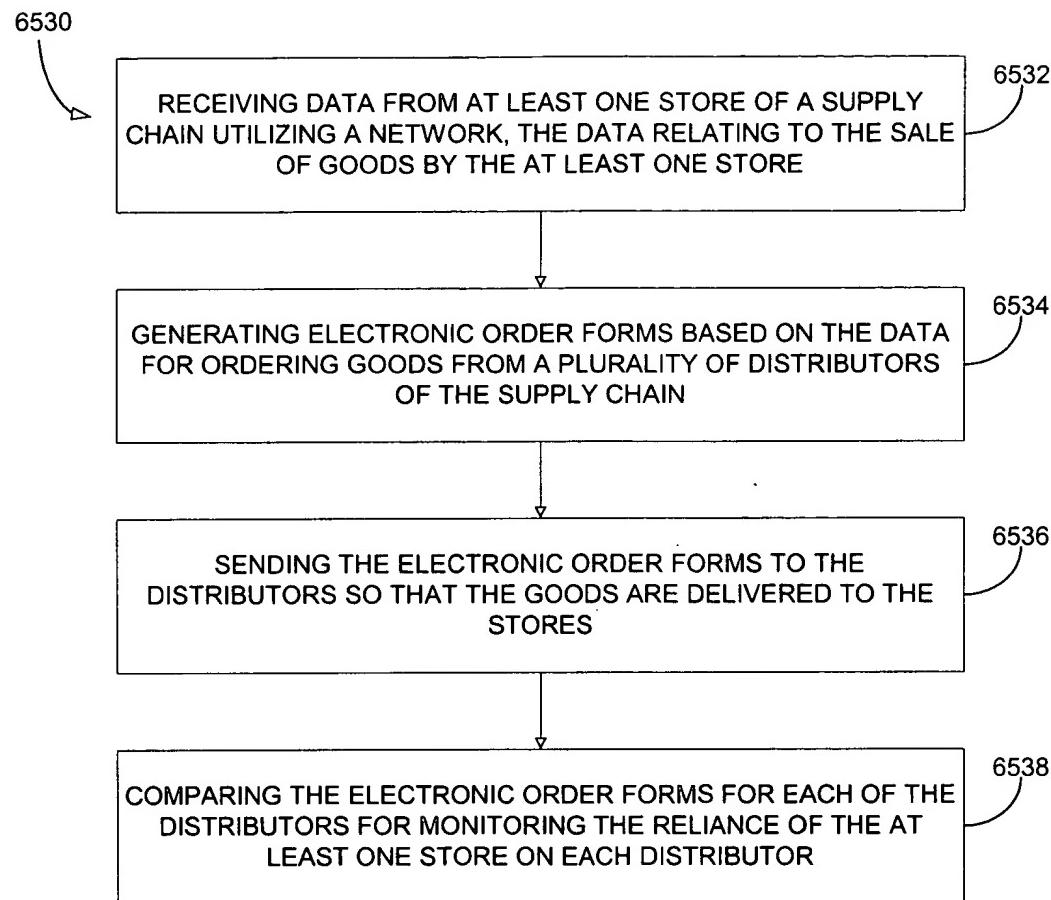


FIG. 65

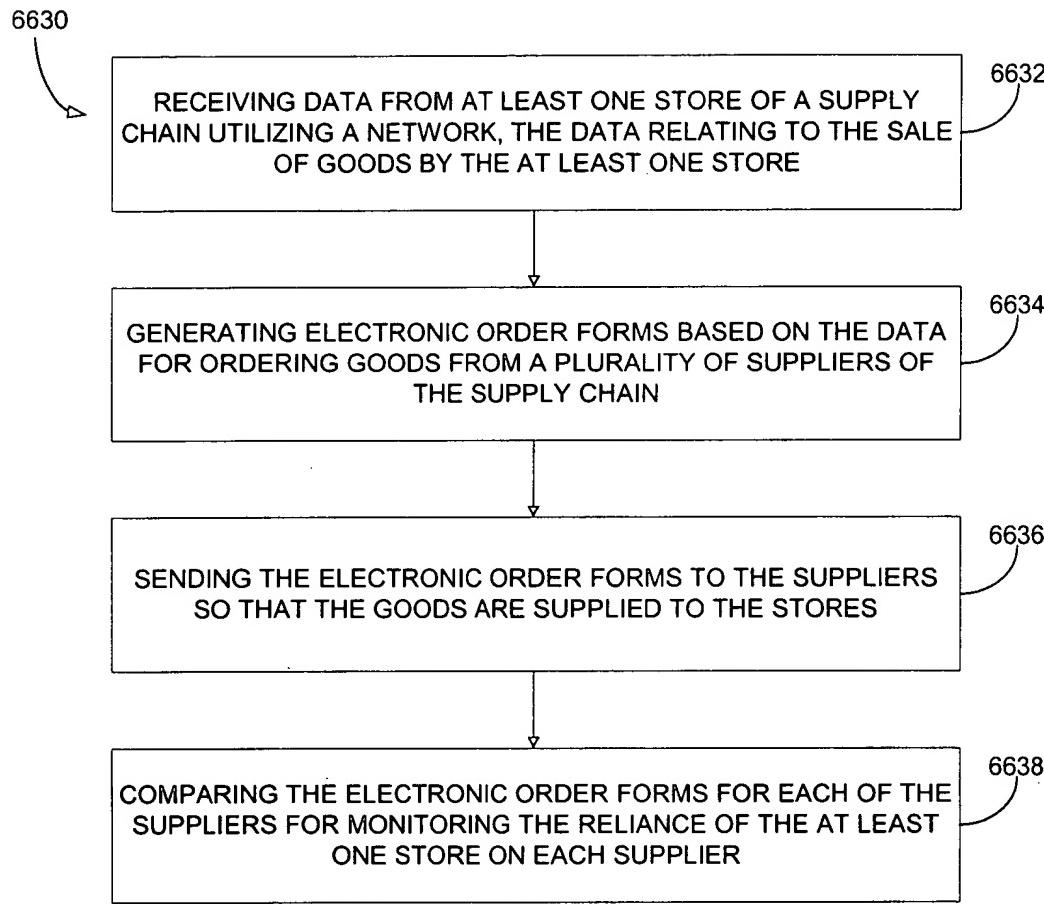


FIG. 66

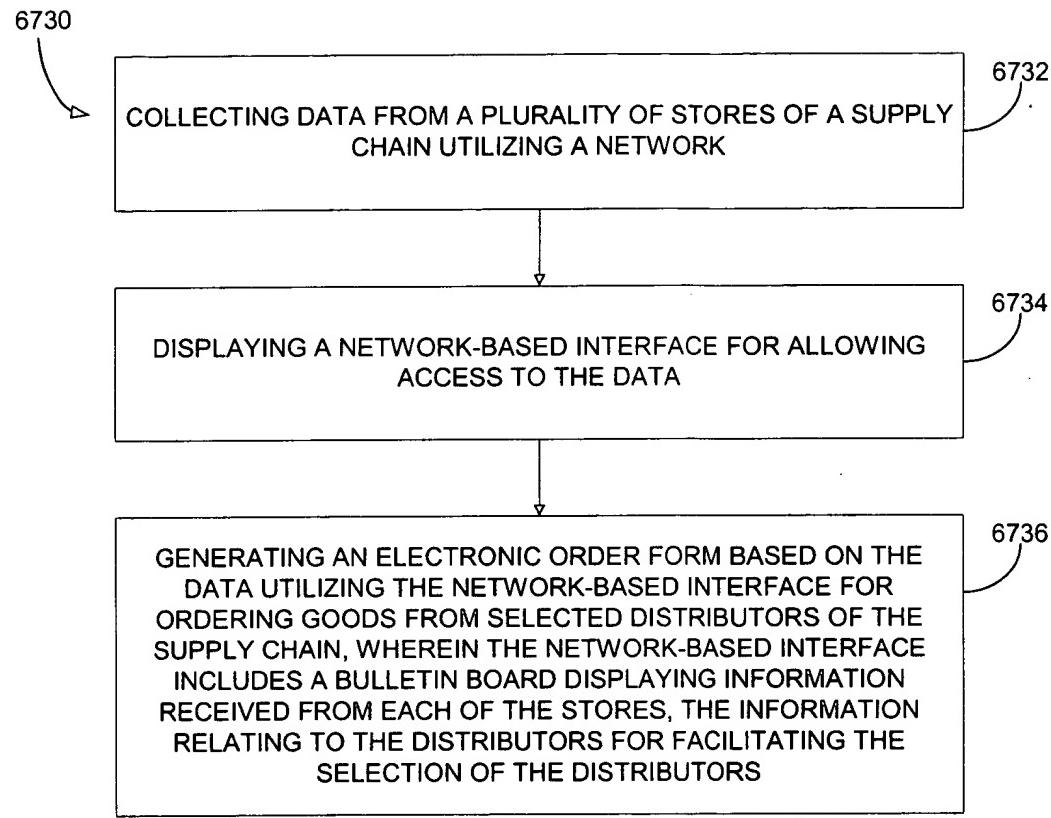


FIG. 67

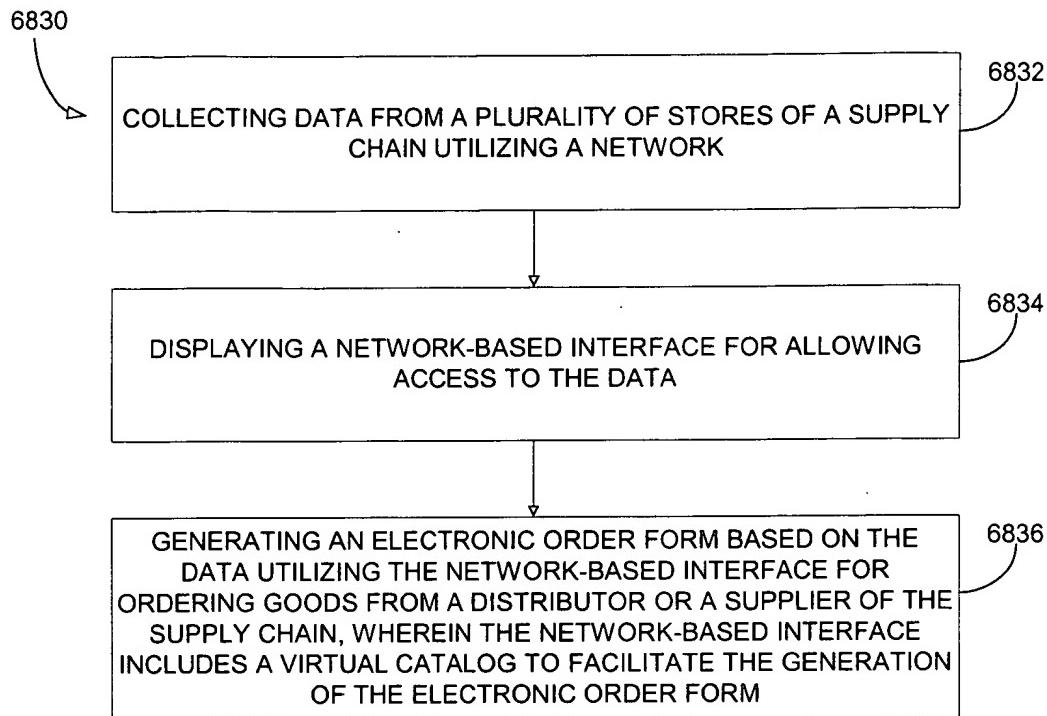
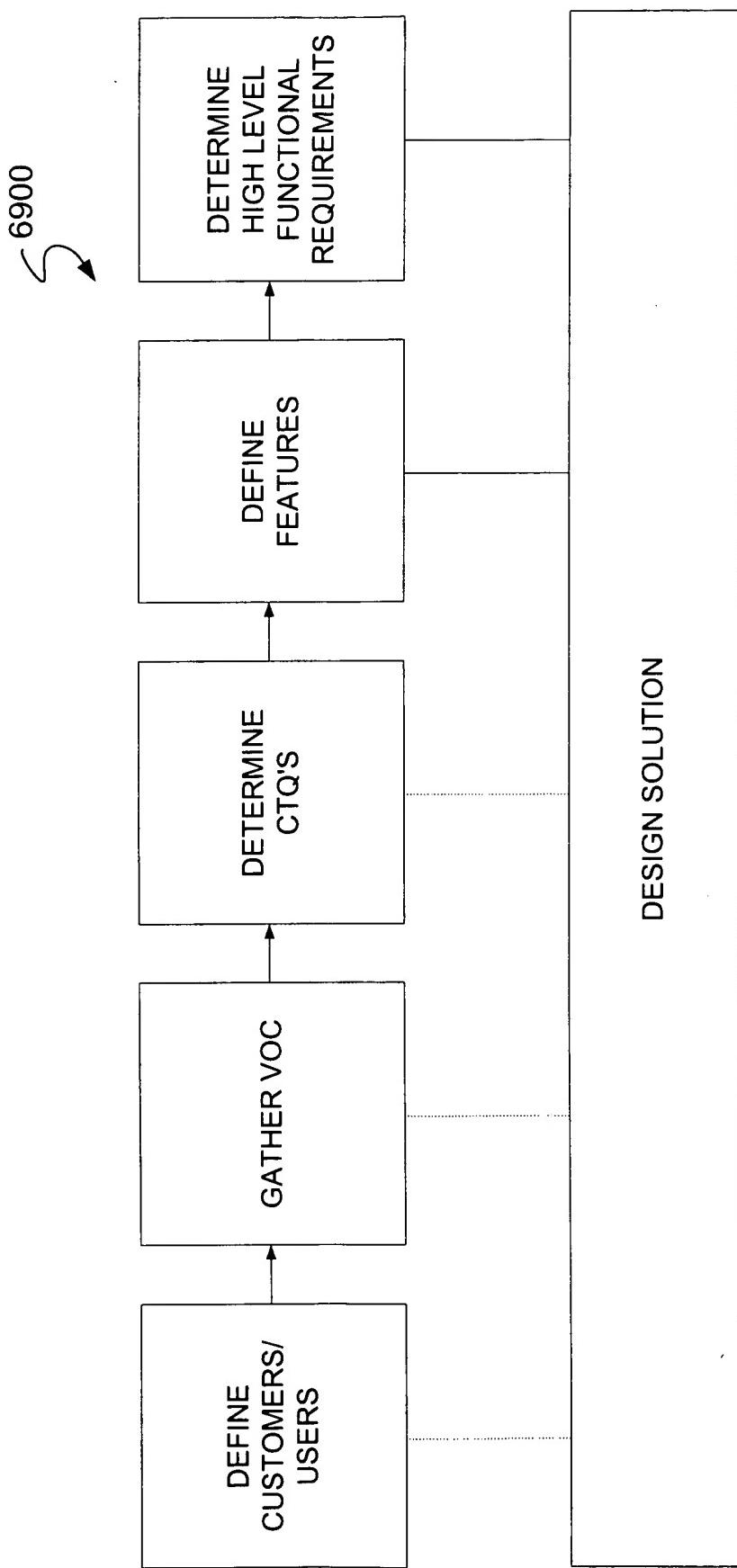


FIG. 68

**FIG. 69**



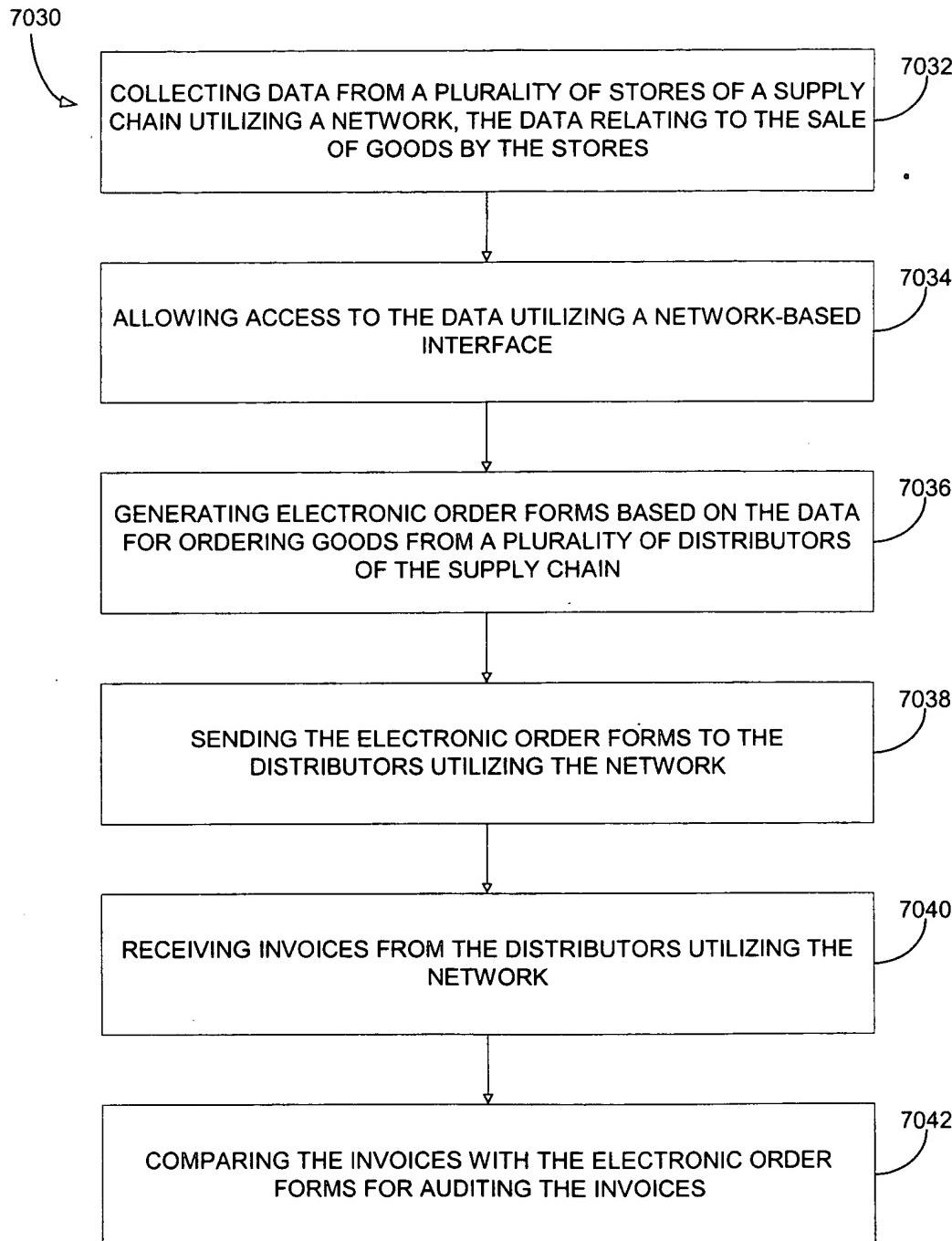
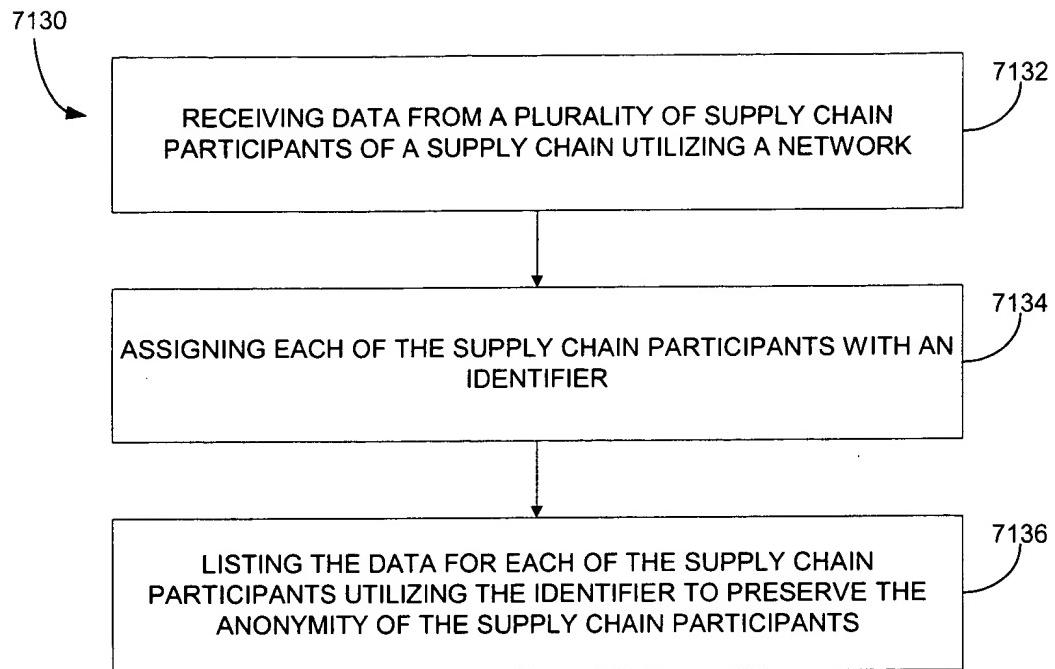
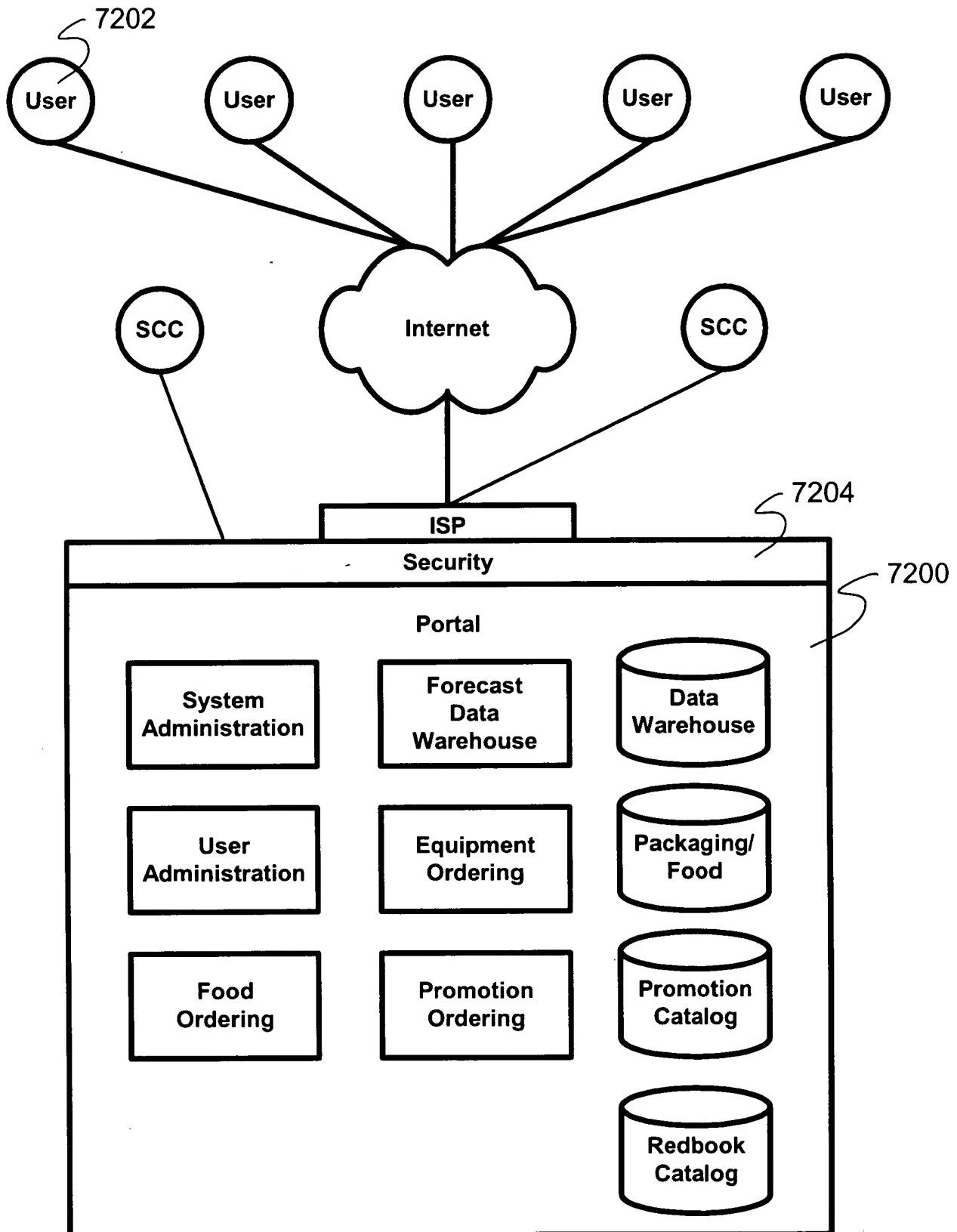


FIG. 70

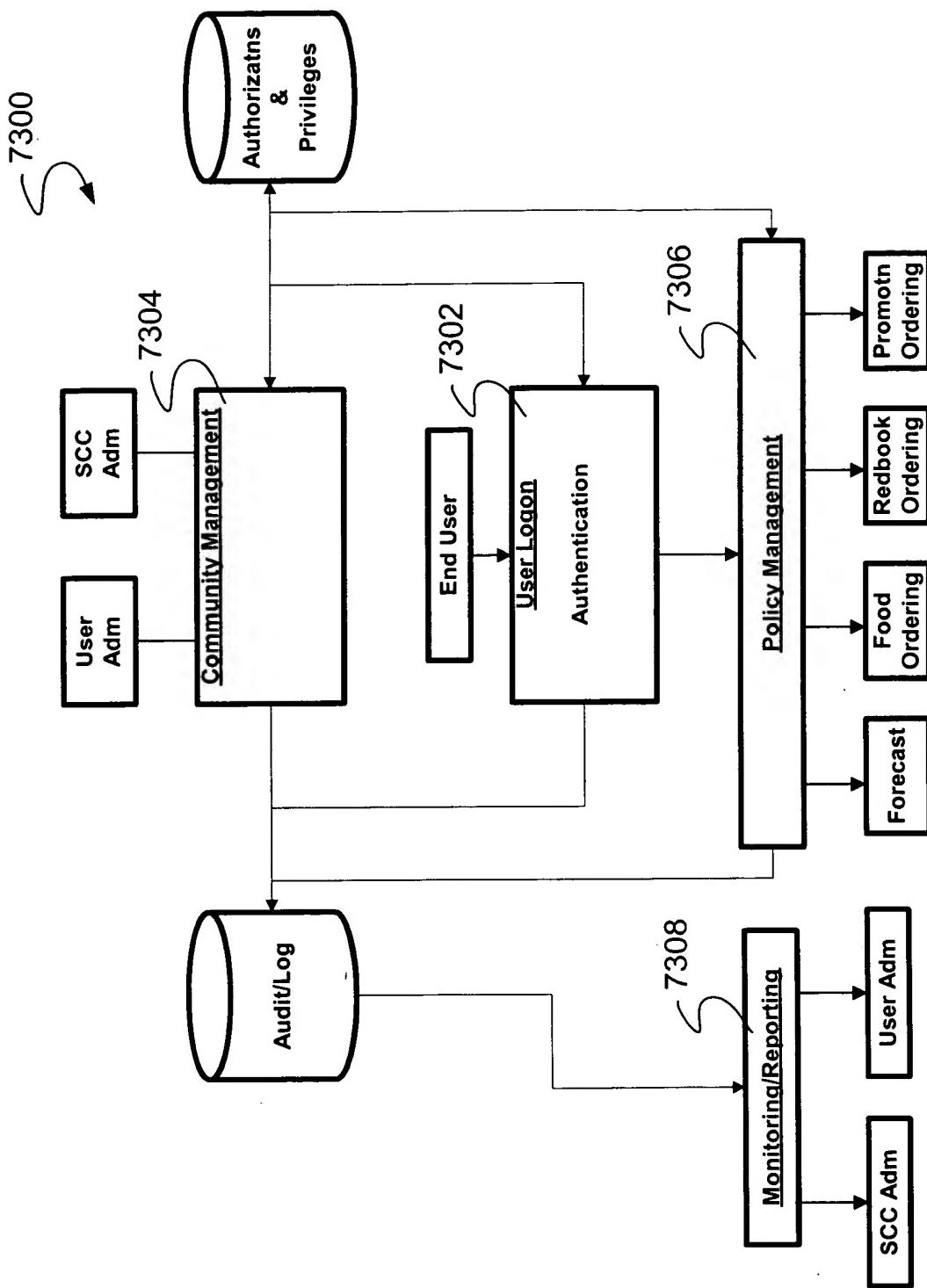


**FIG. 71**

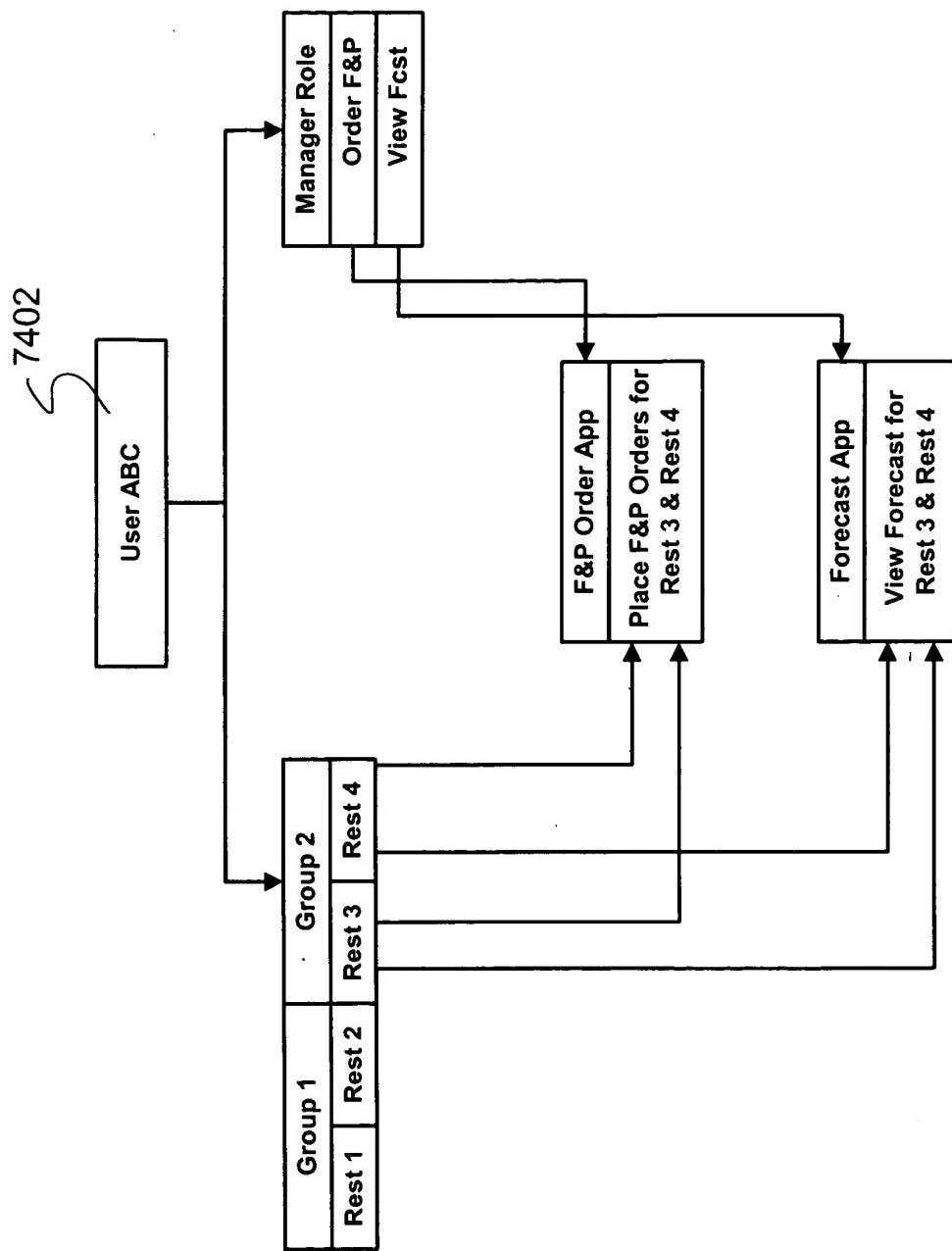


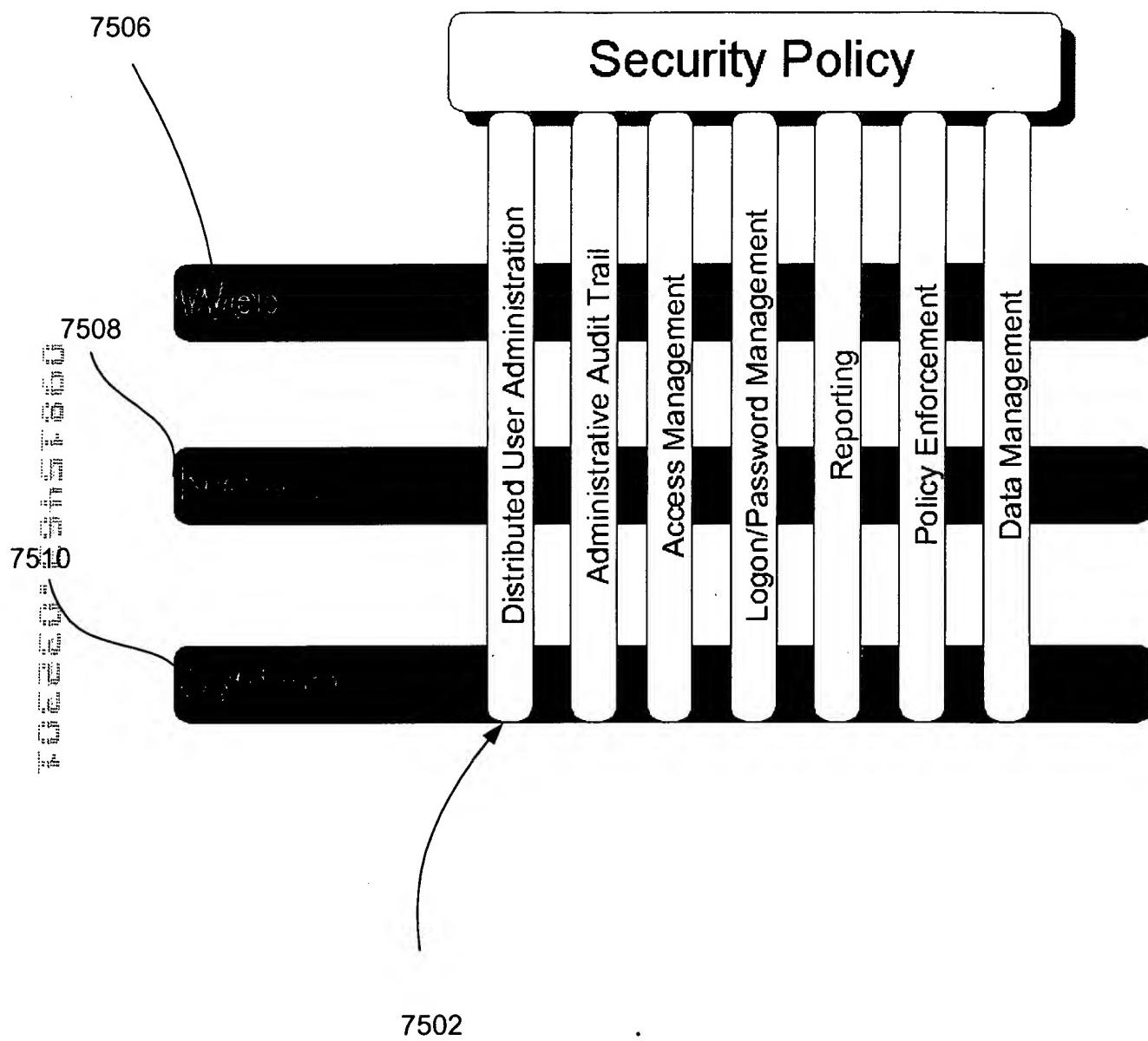
**FIG. 72**

**FIG. 73**

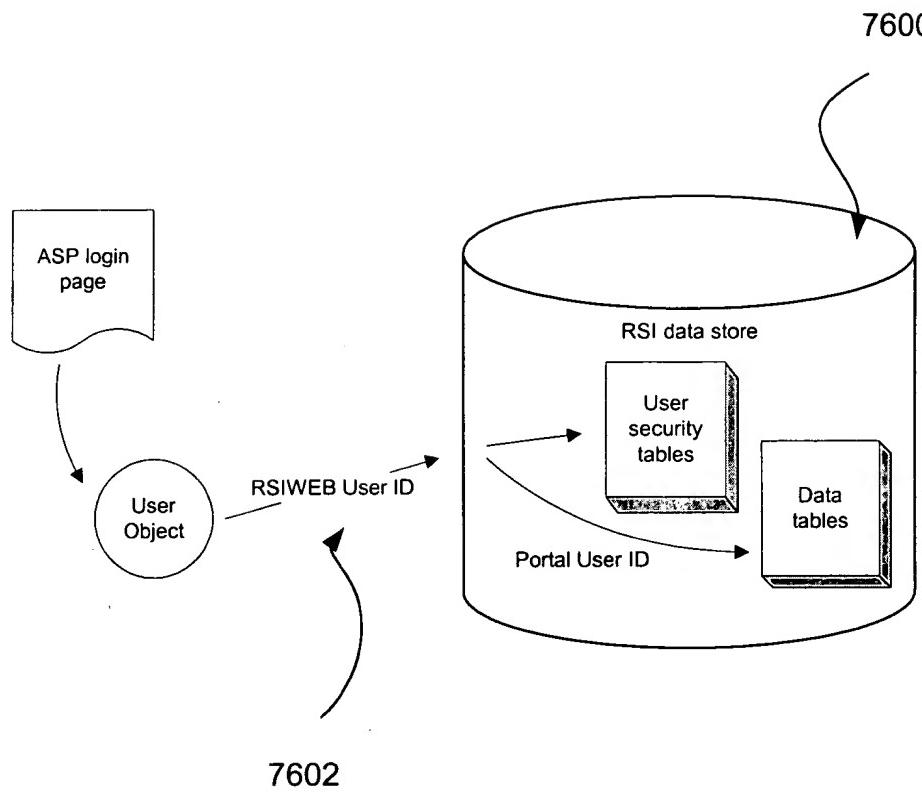


**FIG. 74**





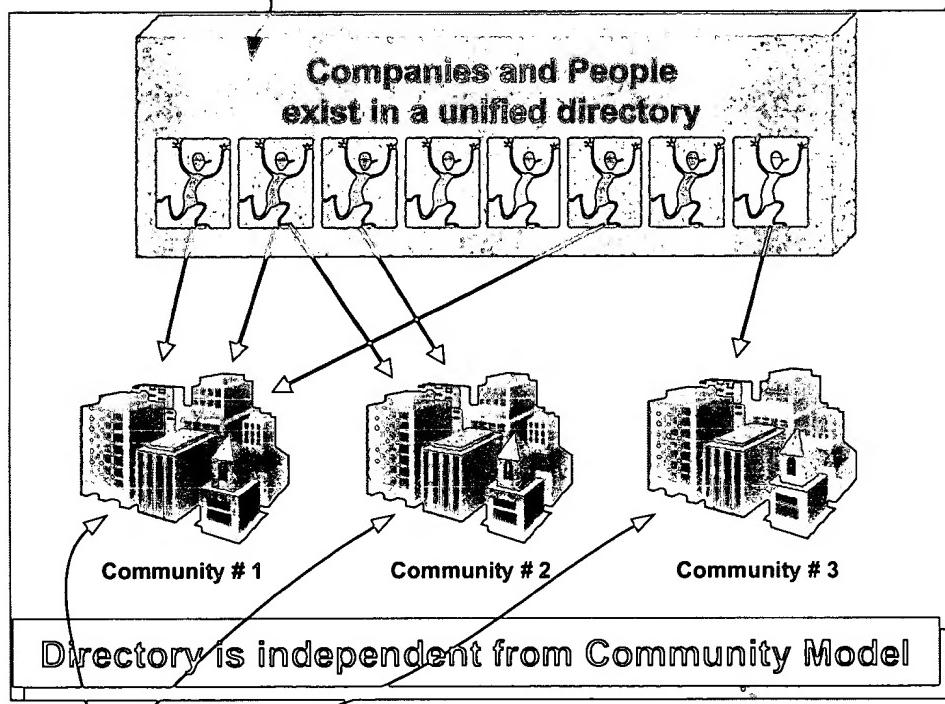
**Fig. 75**



**Fig. 76**

7700

7704



7702

Fig. 77

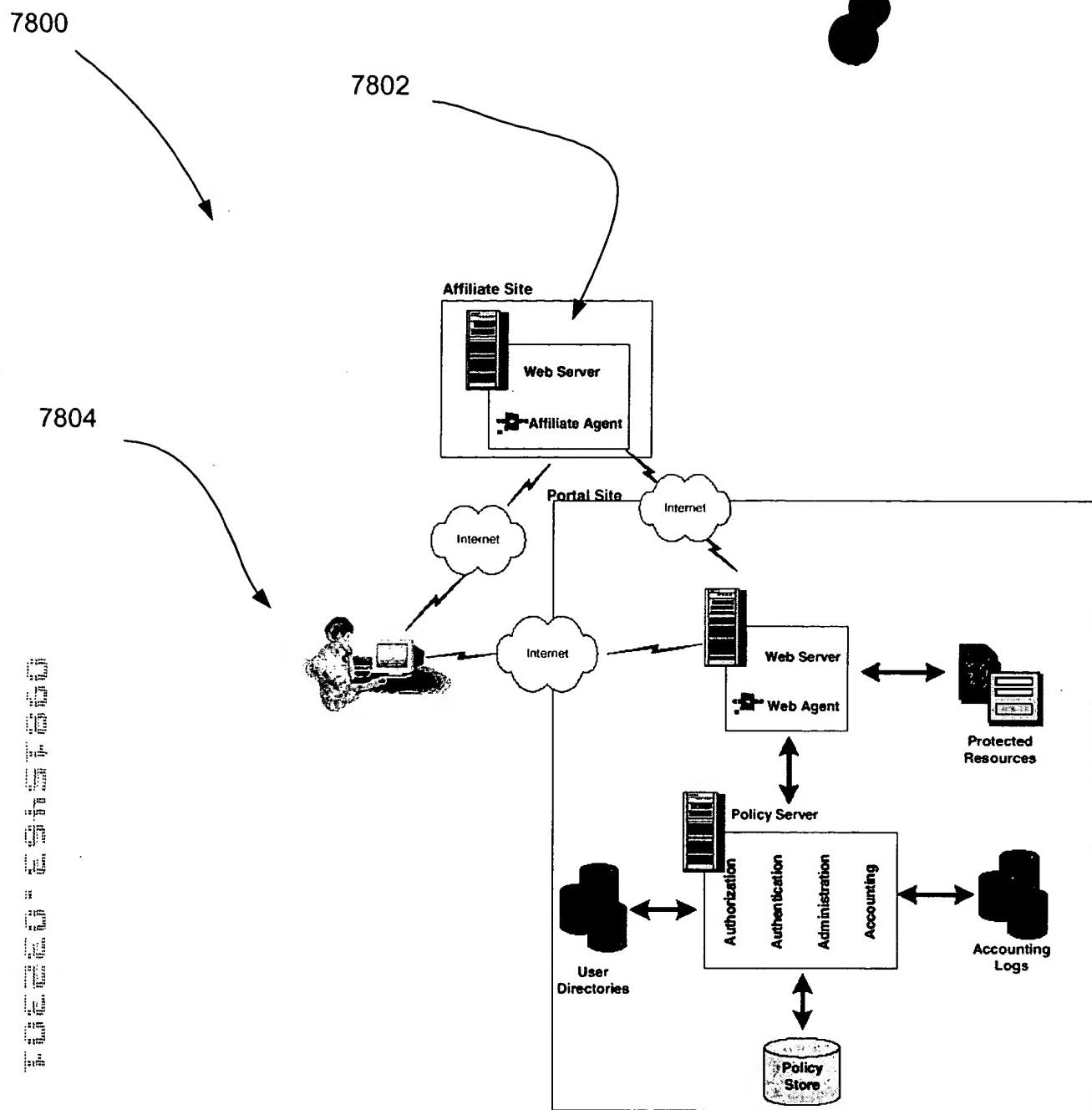


Fig. 78

7900



7902

### Policy-Based Web Security Model

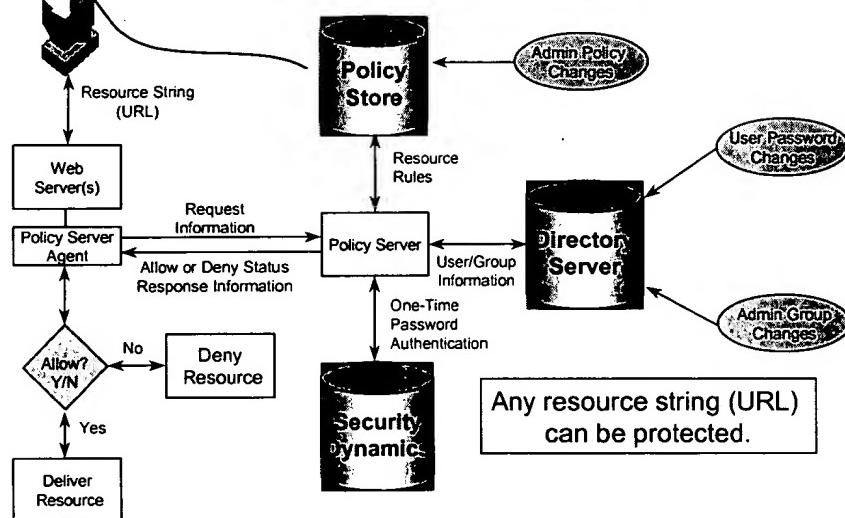


Fig. 79

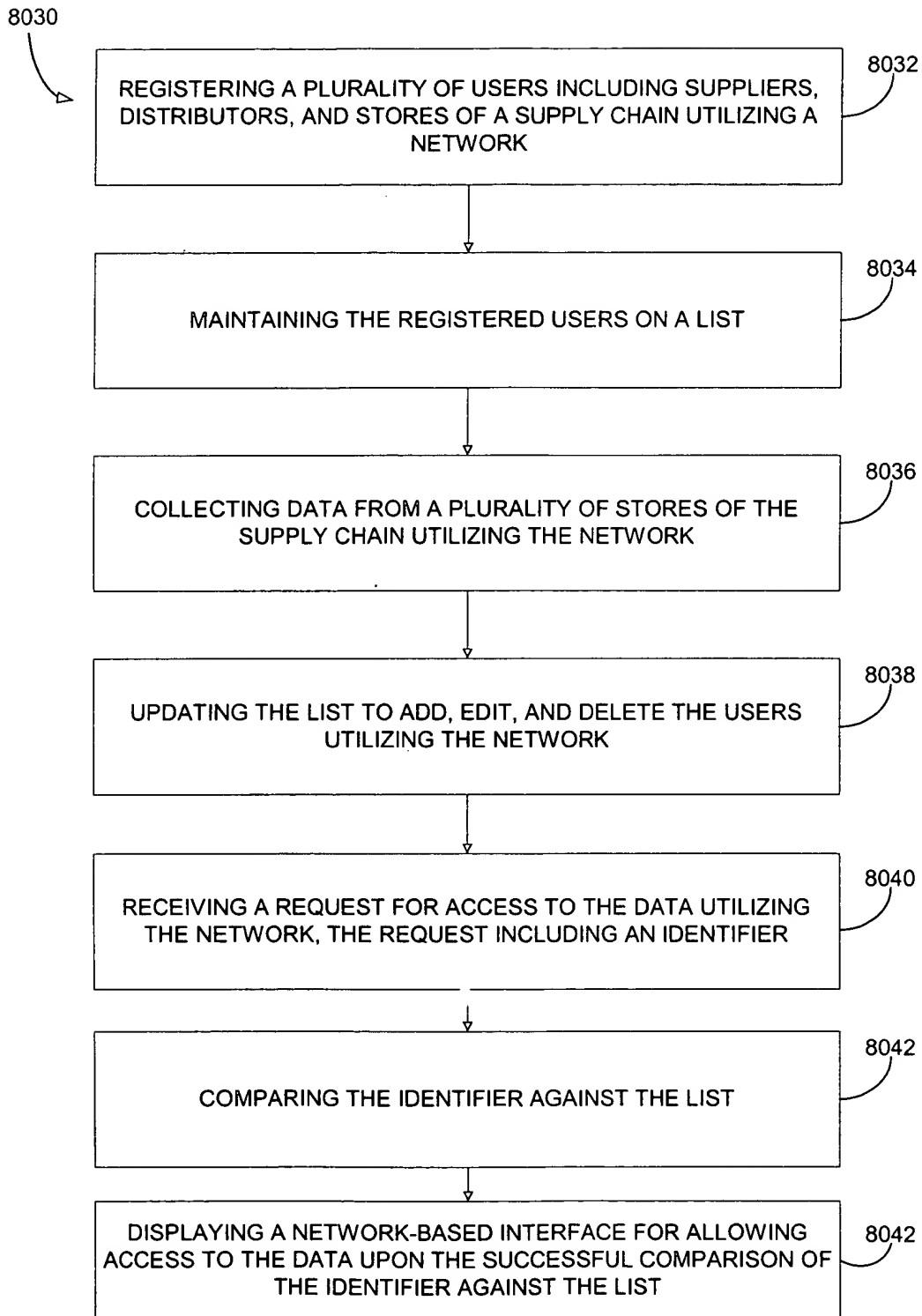
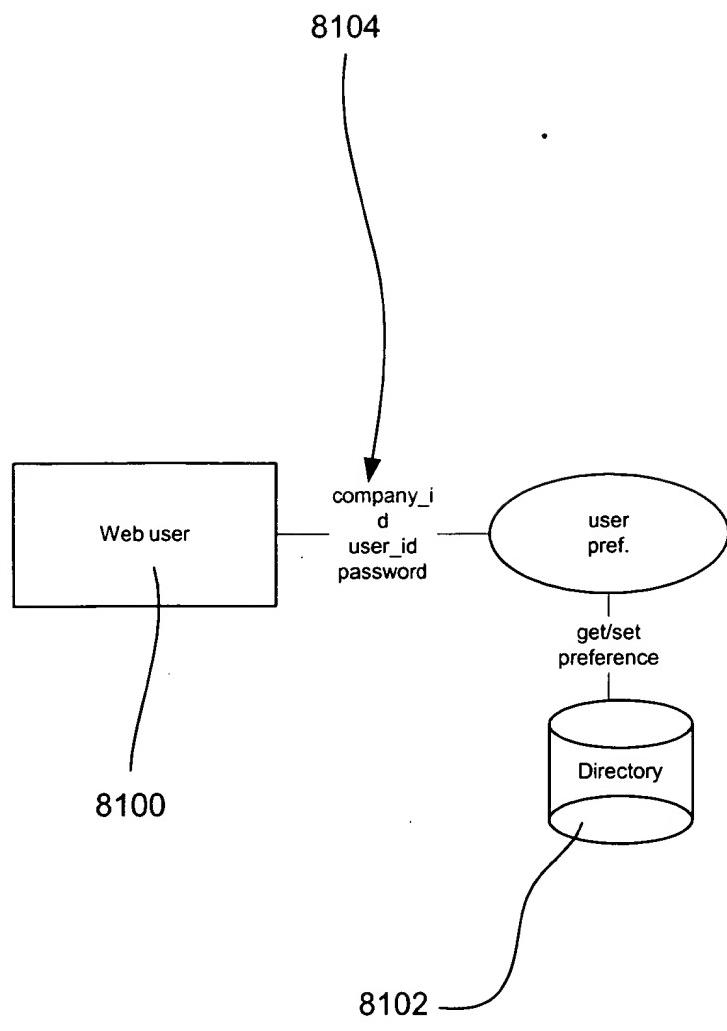


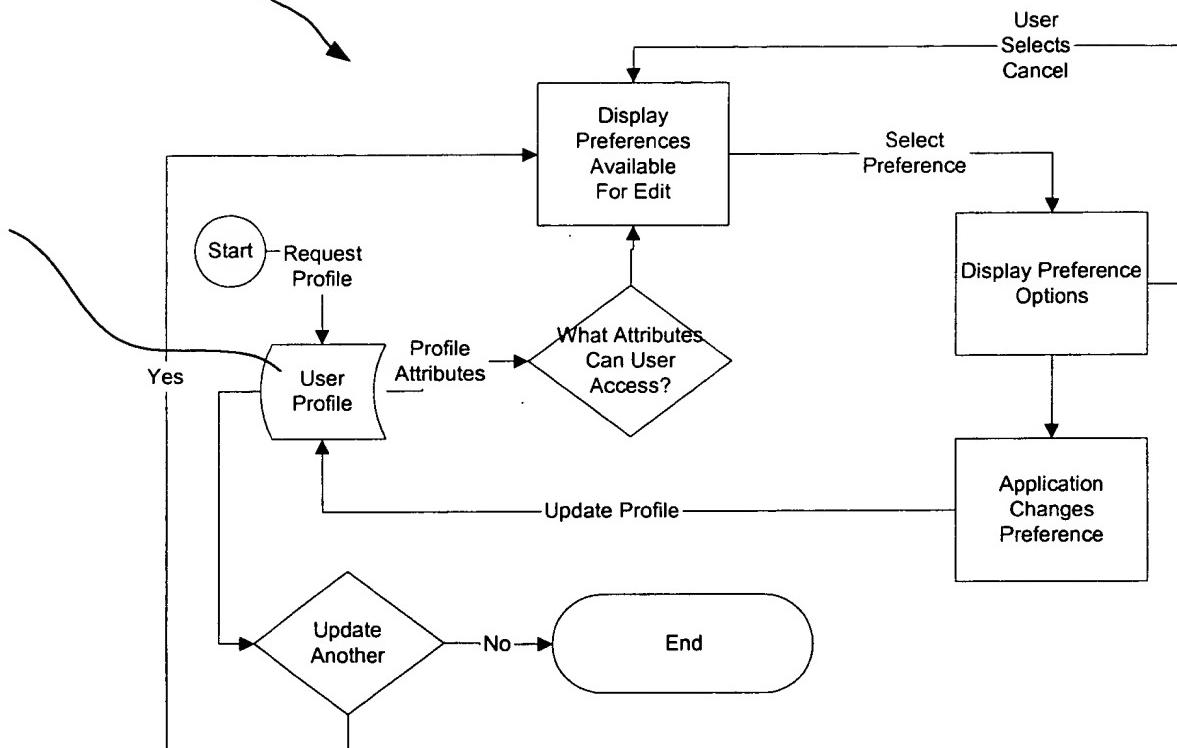
FIG. 80



**Fig. 81**

8200

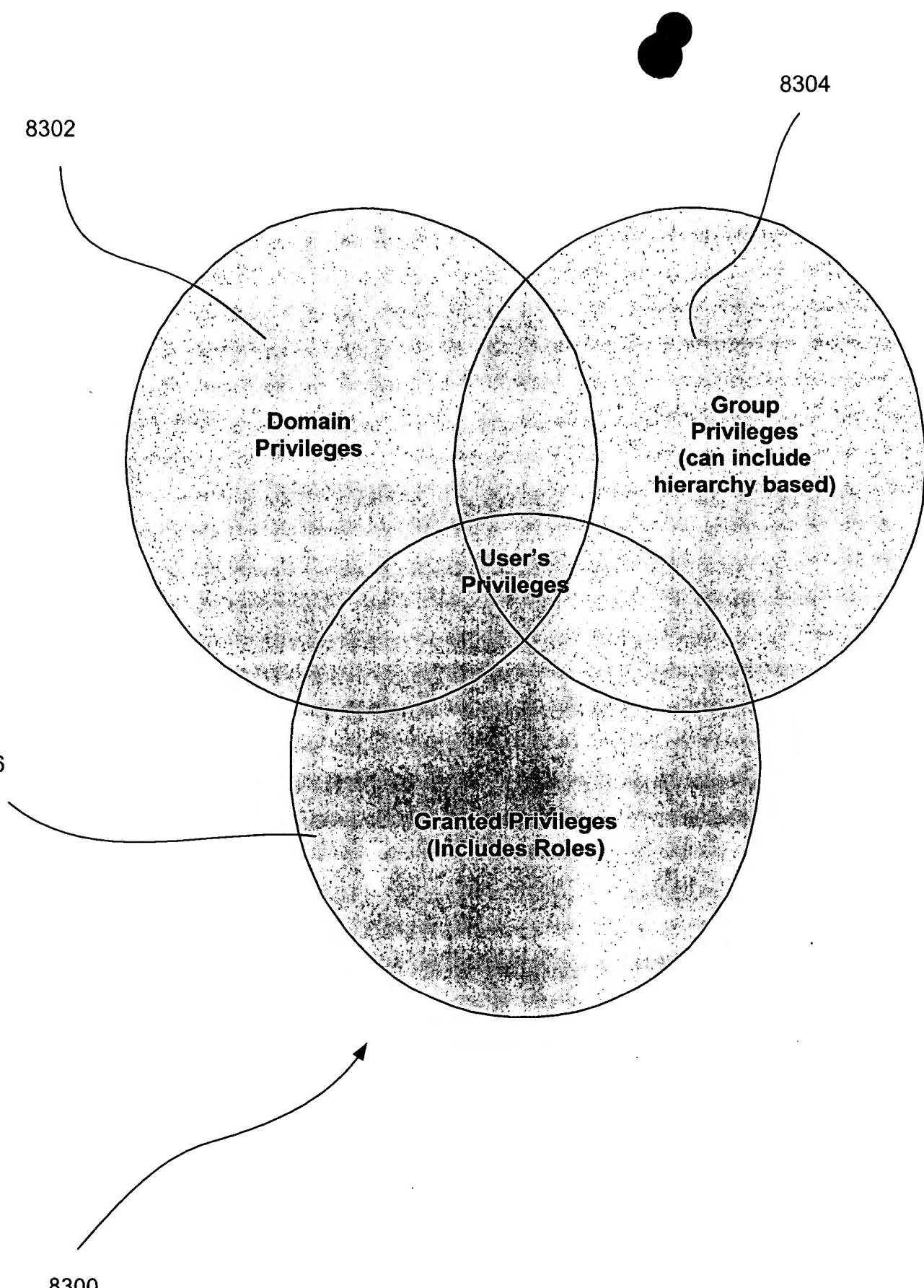
8202



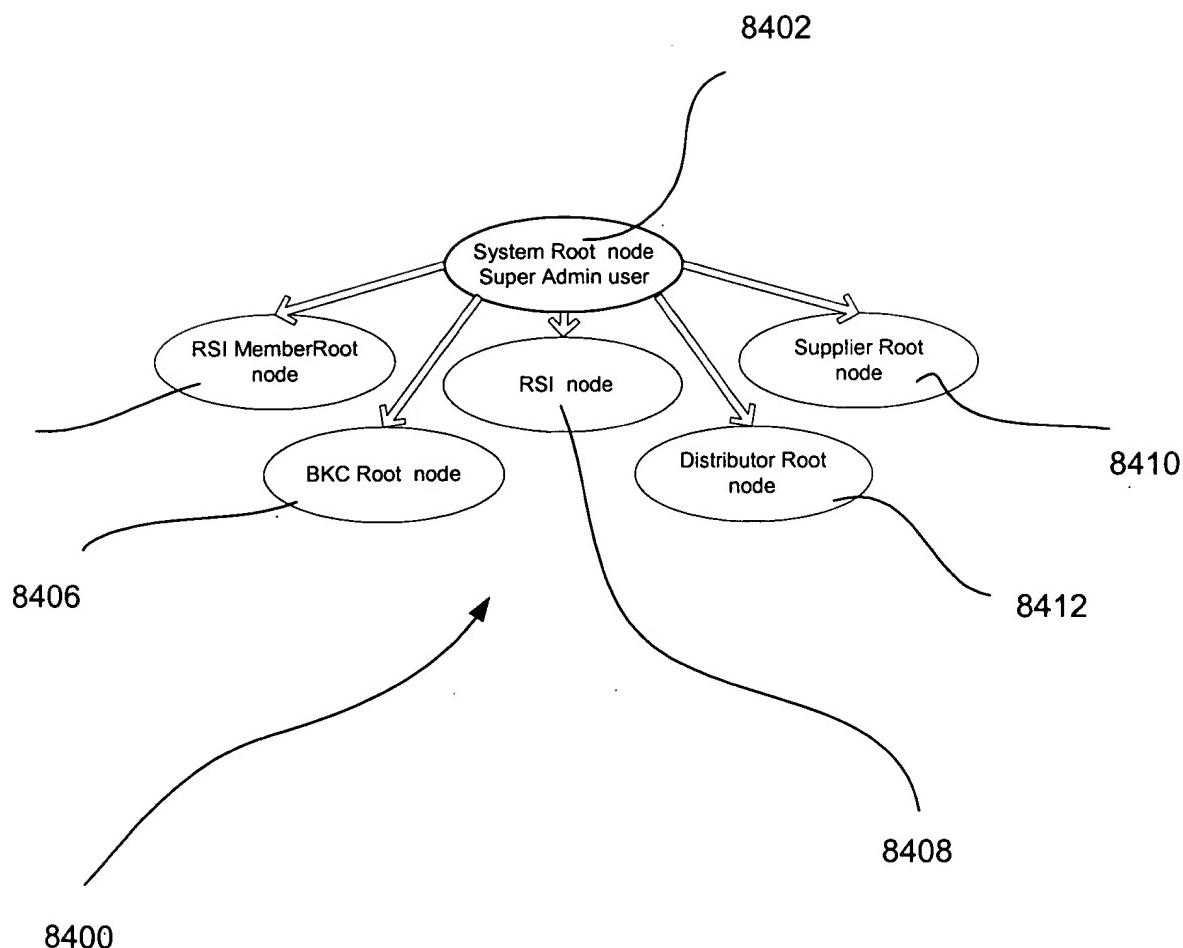
**Fig. 82**

8304

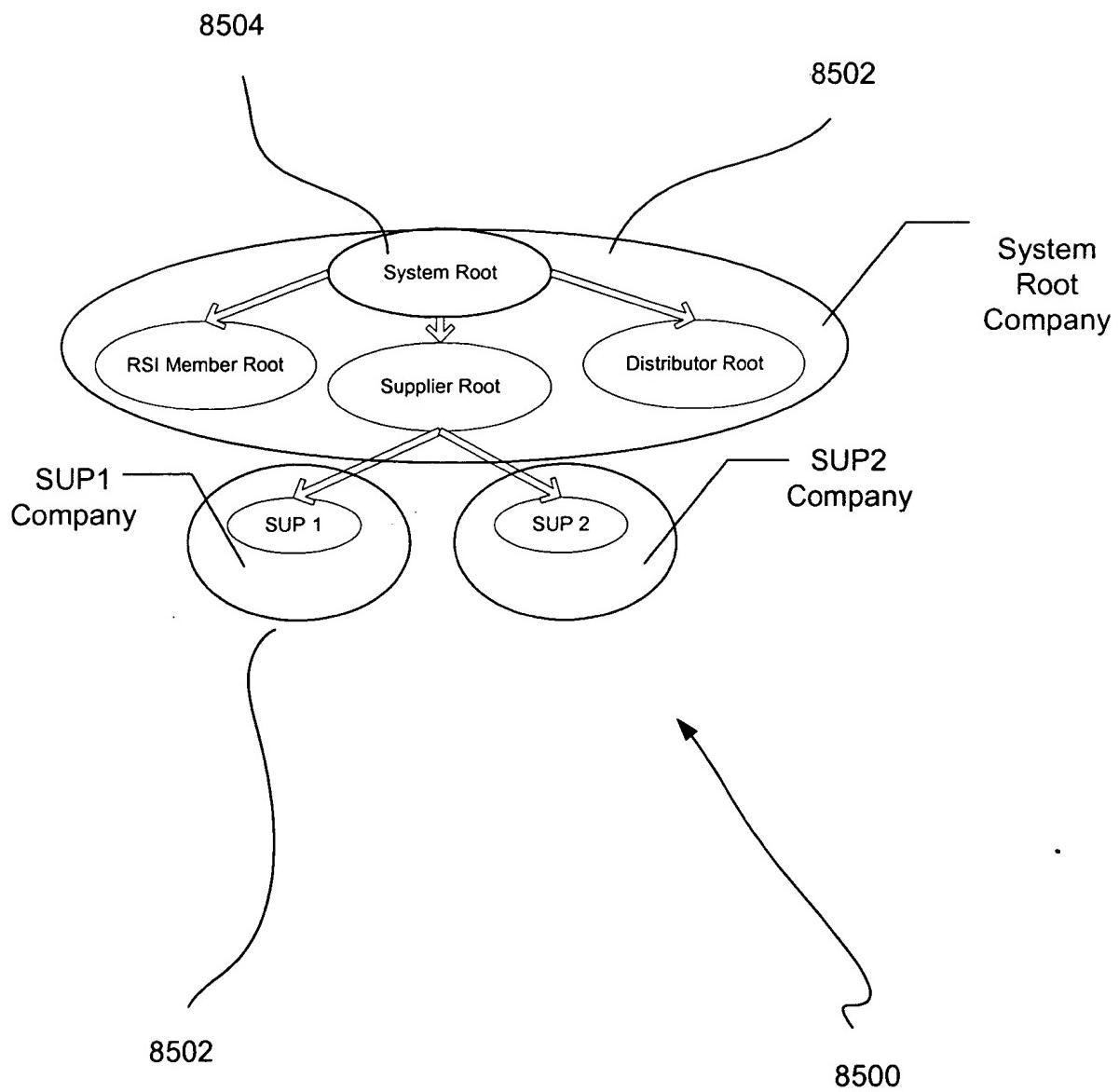
8302



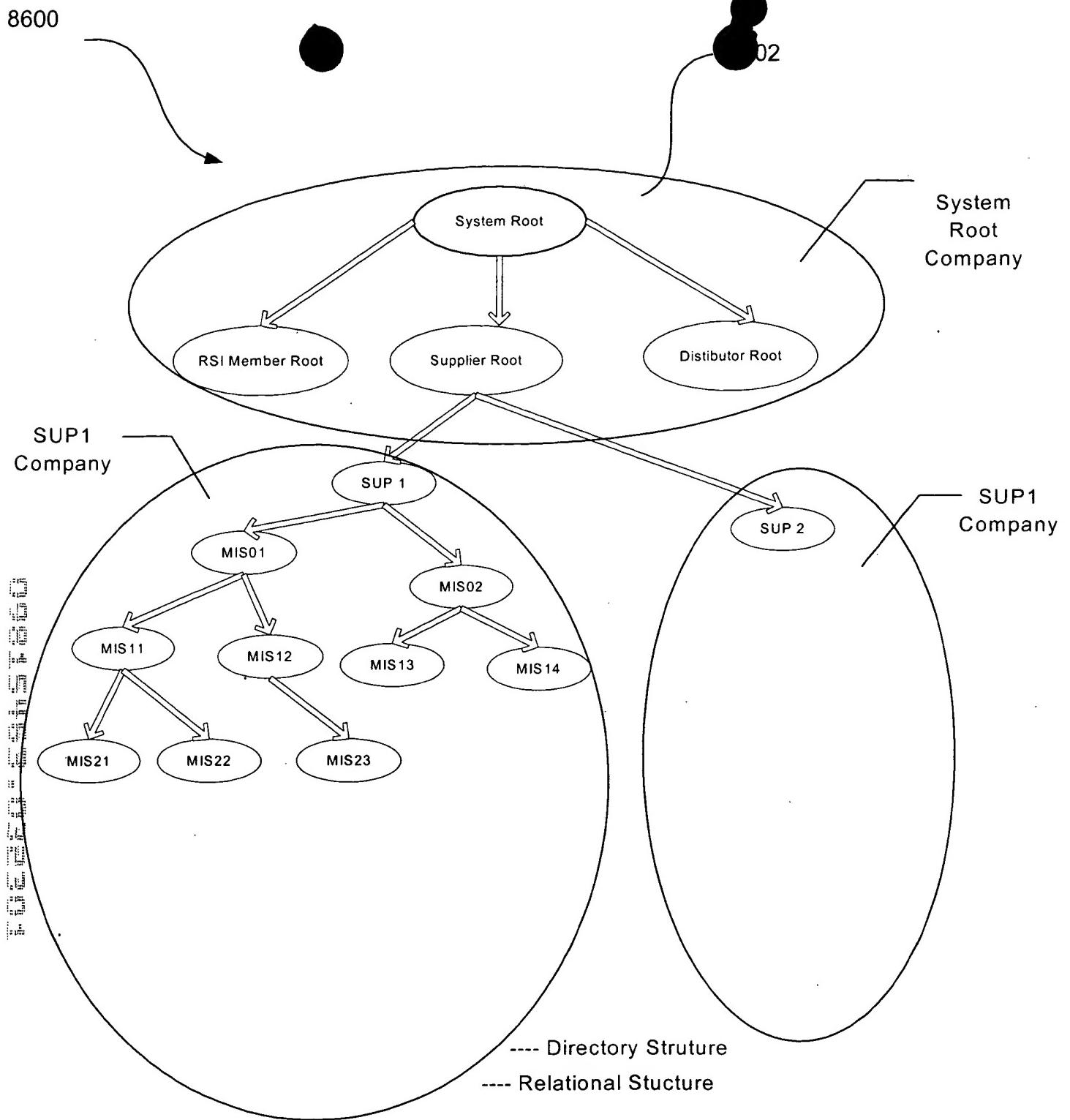
**Fig. 83**



**Fig. 84**

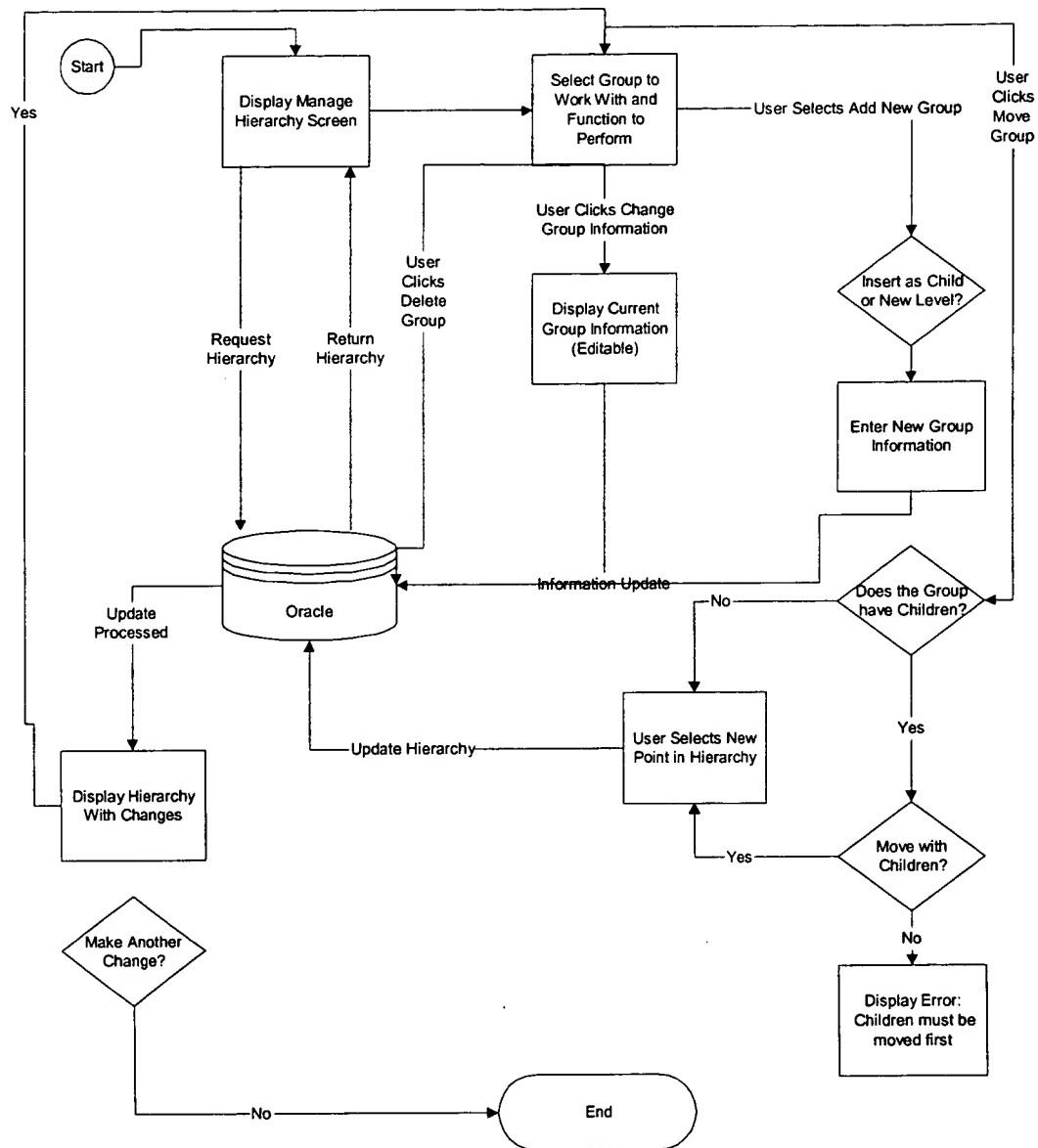


**Fig. 85**



**Fig. 86**

### Group Hi erarchy Manag ement: Data Flow



**Fig. 87**

8800



8804

ORGANIZATION CHART

8800

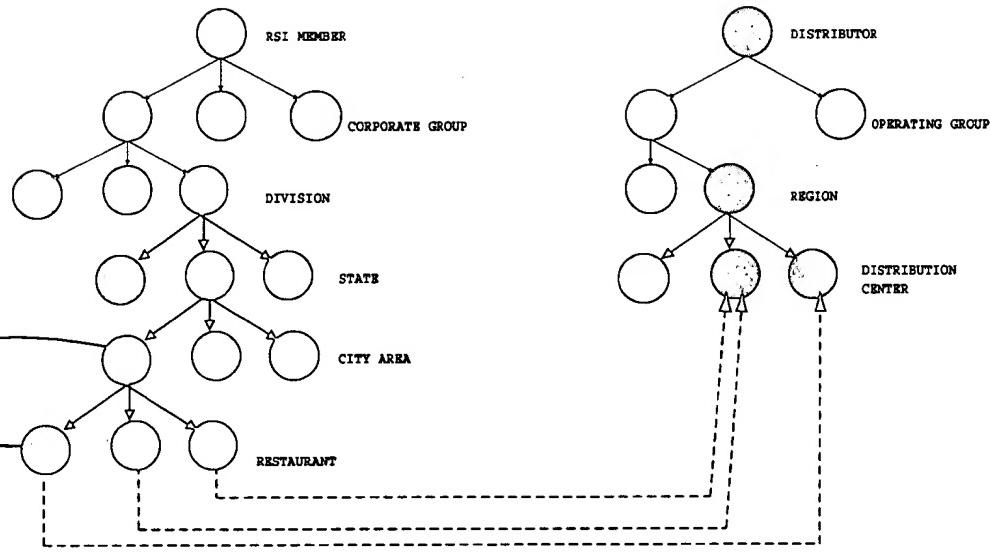


Fig. 88

8902

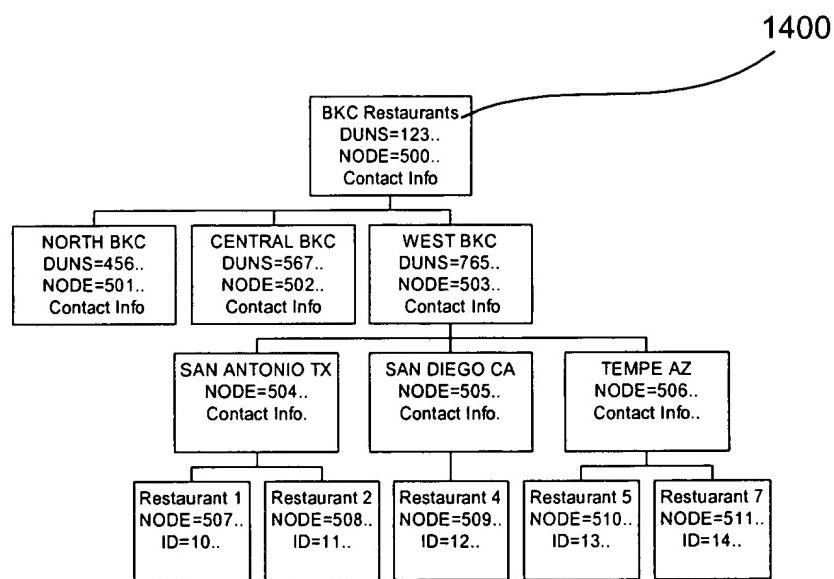


Fig. 89

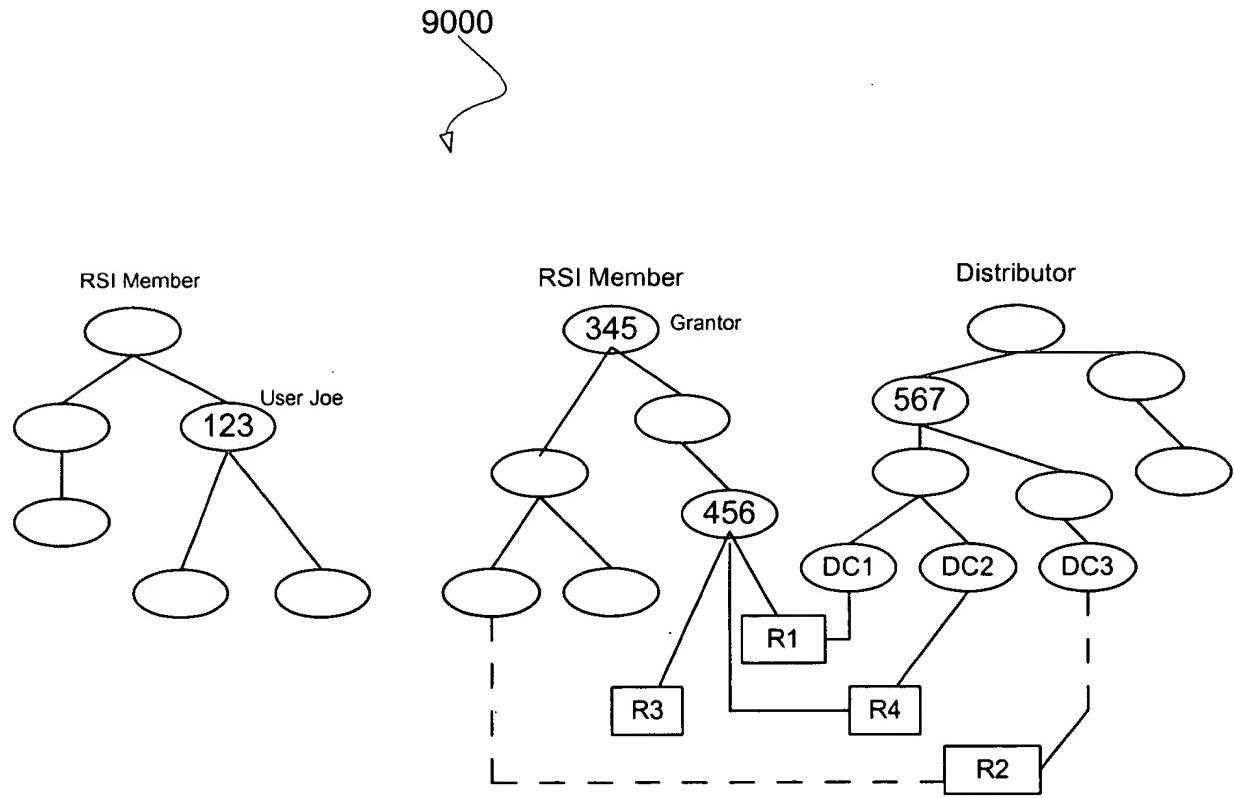


FIG. 90

9100

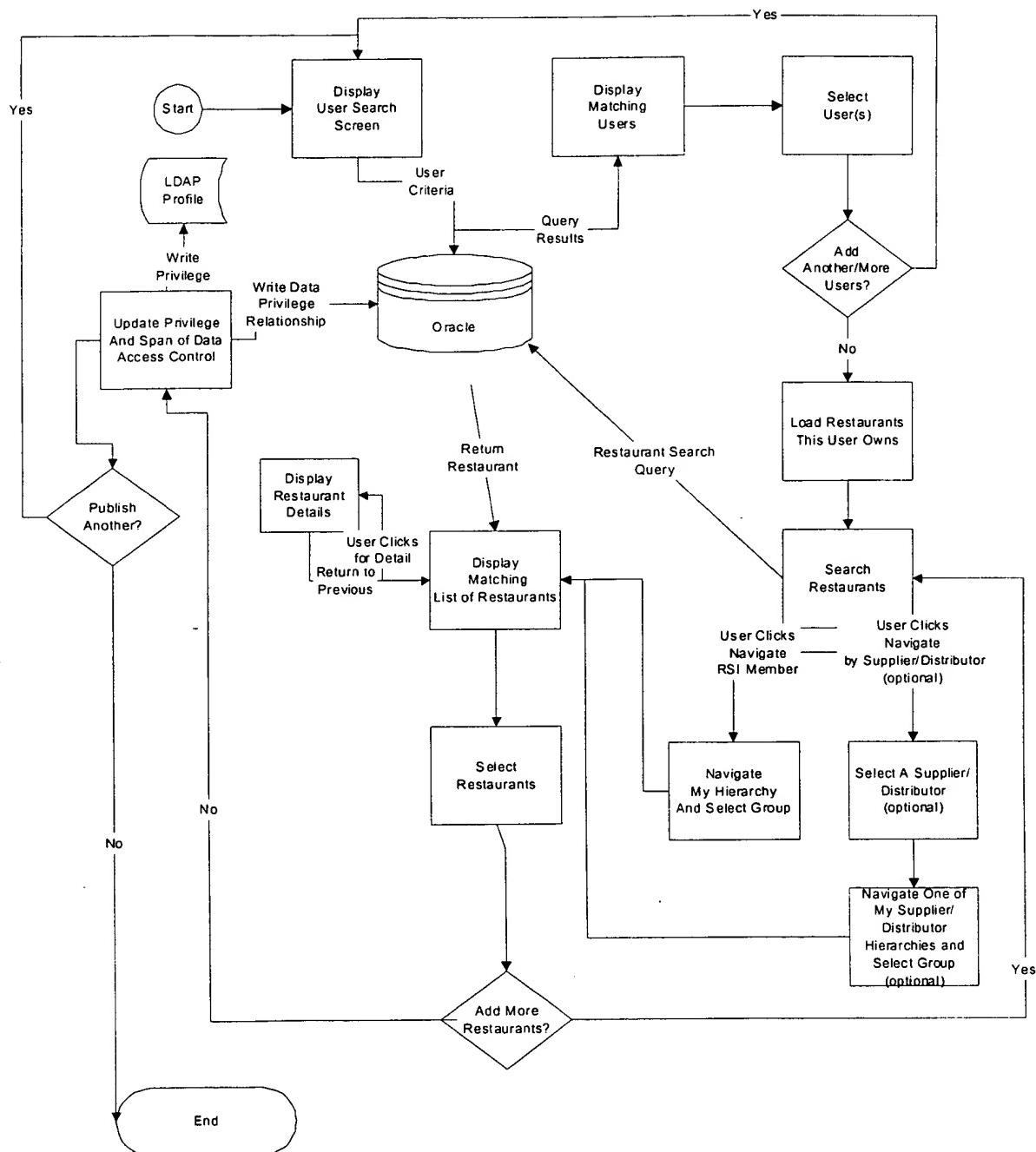


Fig. 91

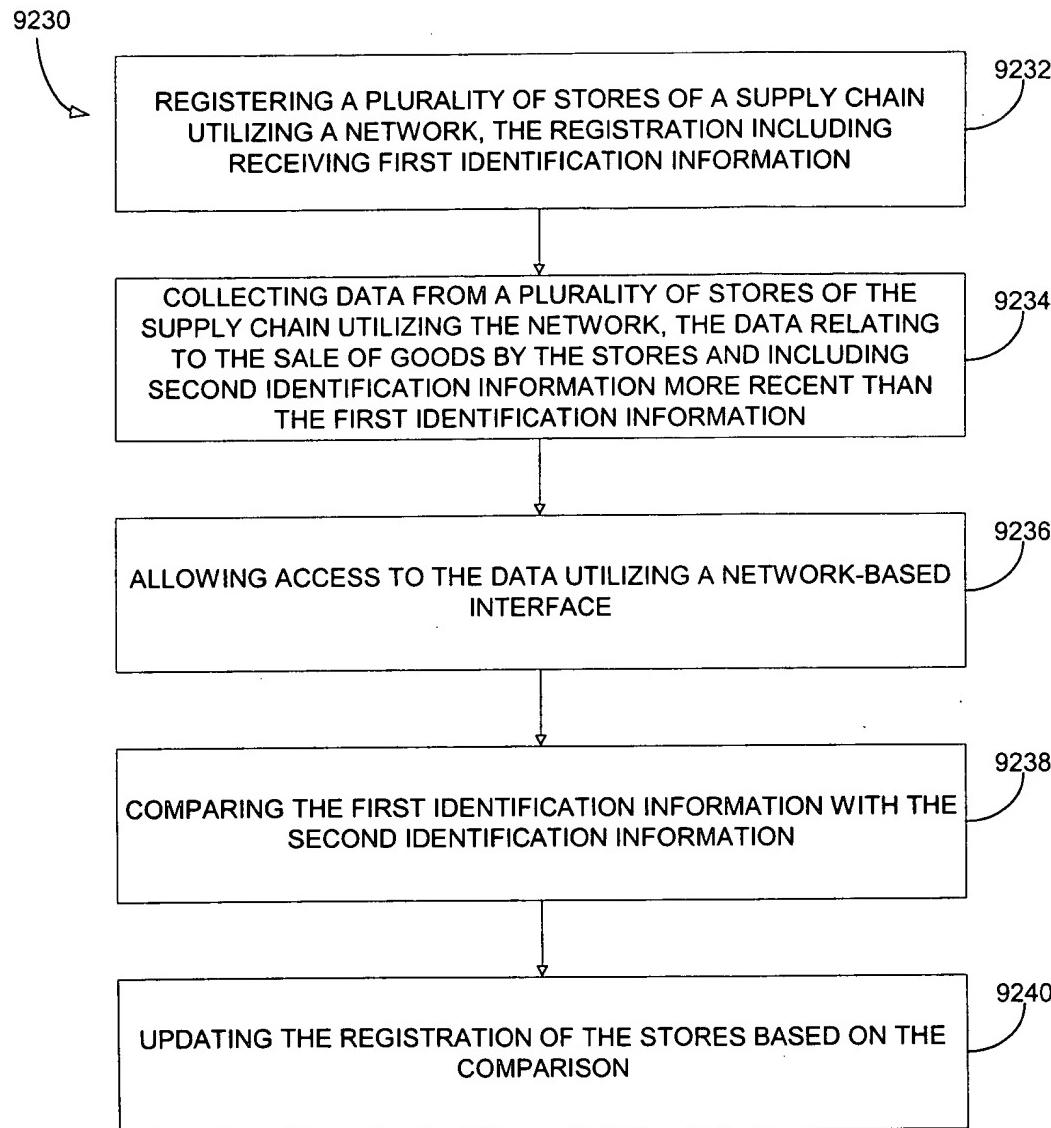


FIG. 92

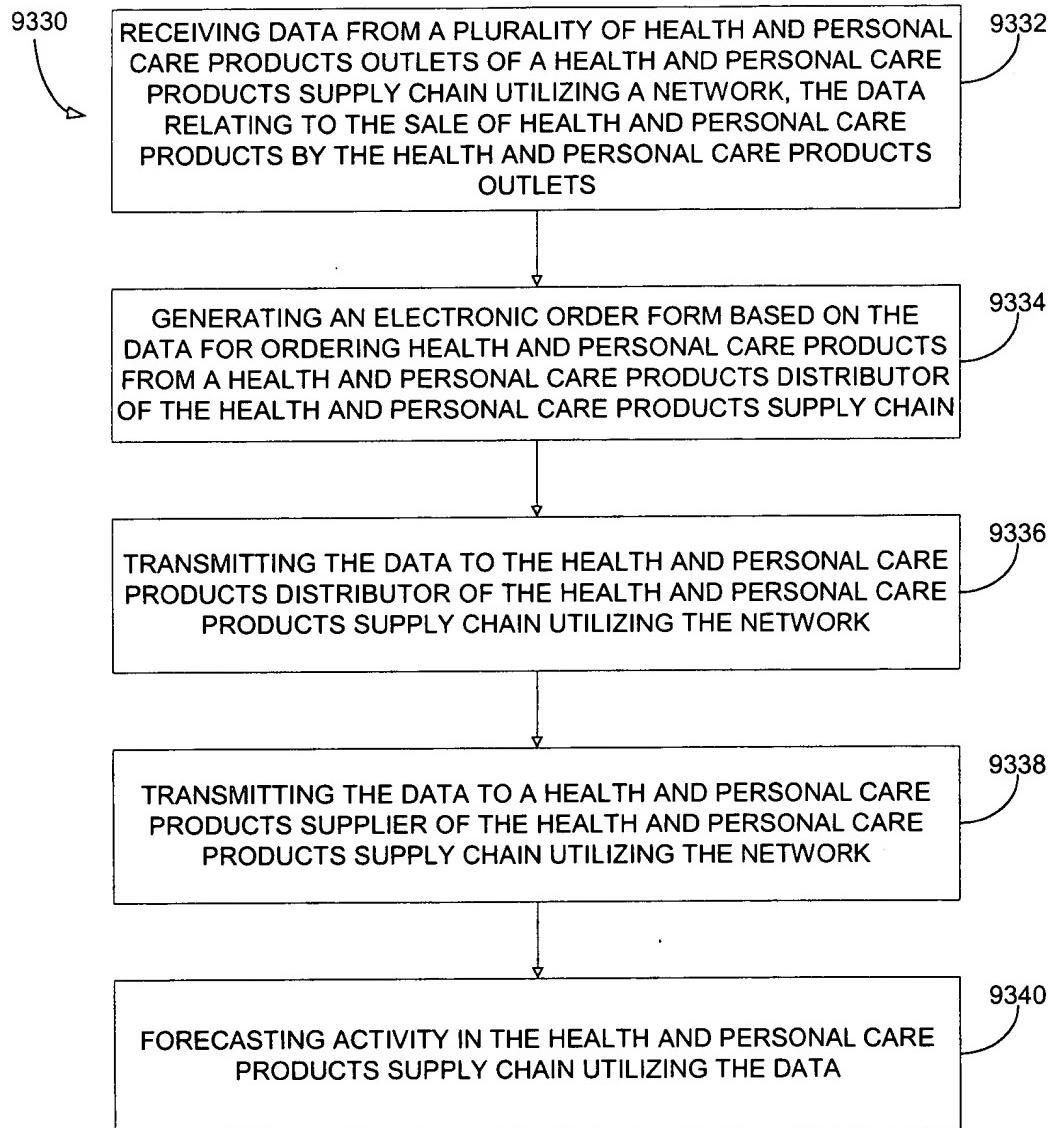


FIG. 93

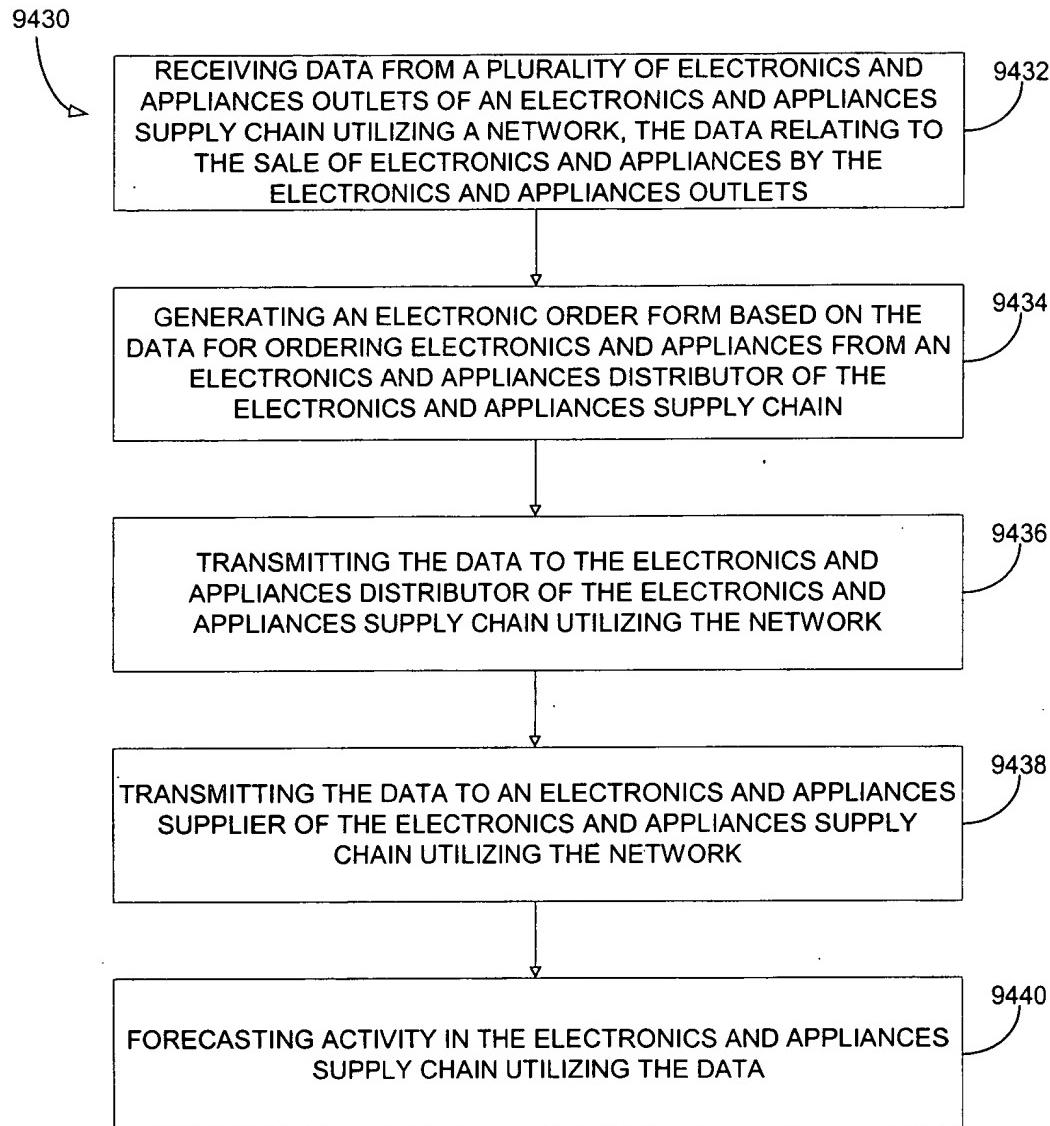


FIG. 94

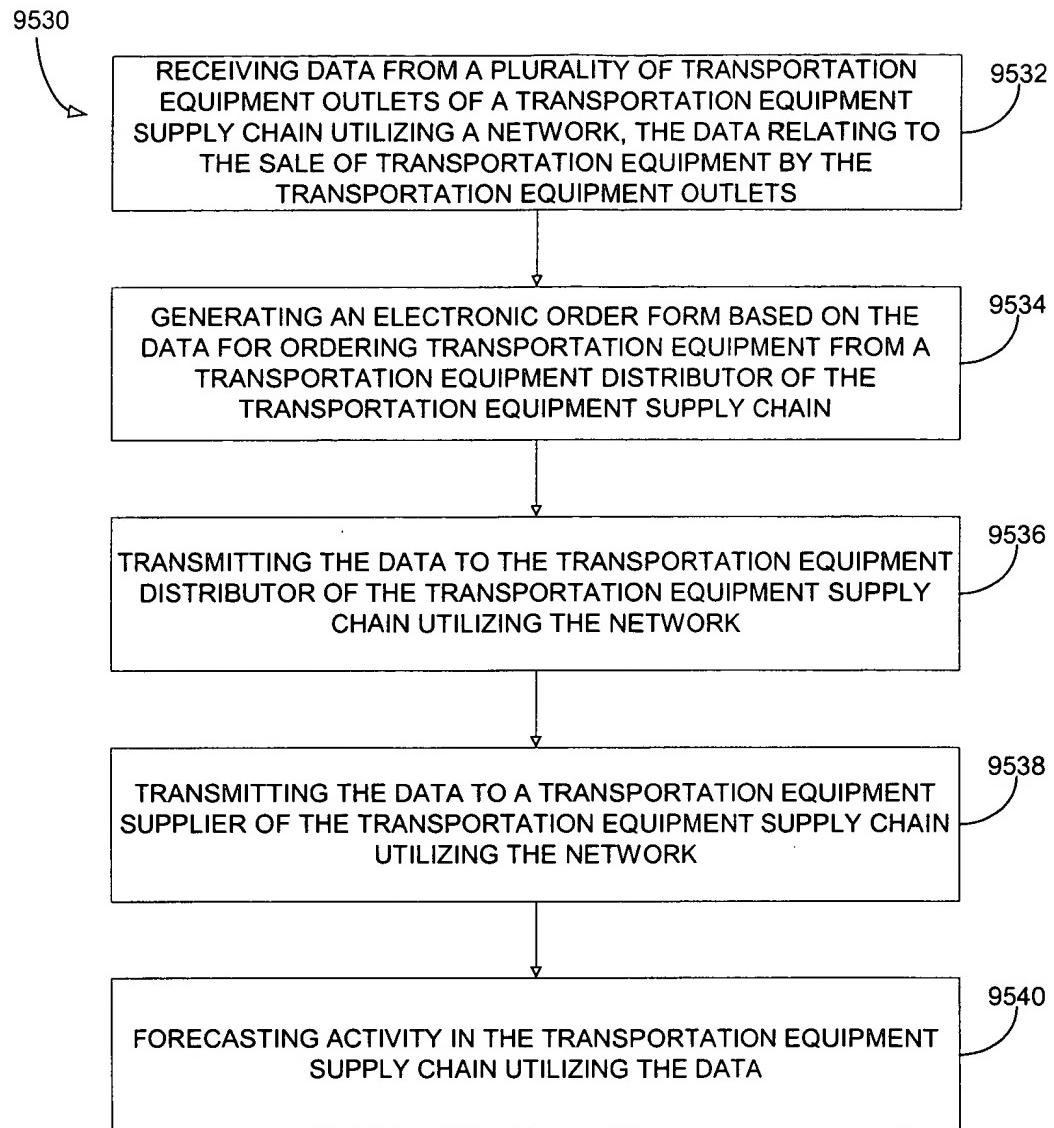


FIG. 95

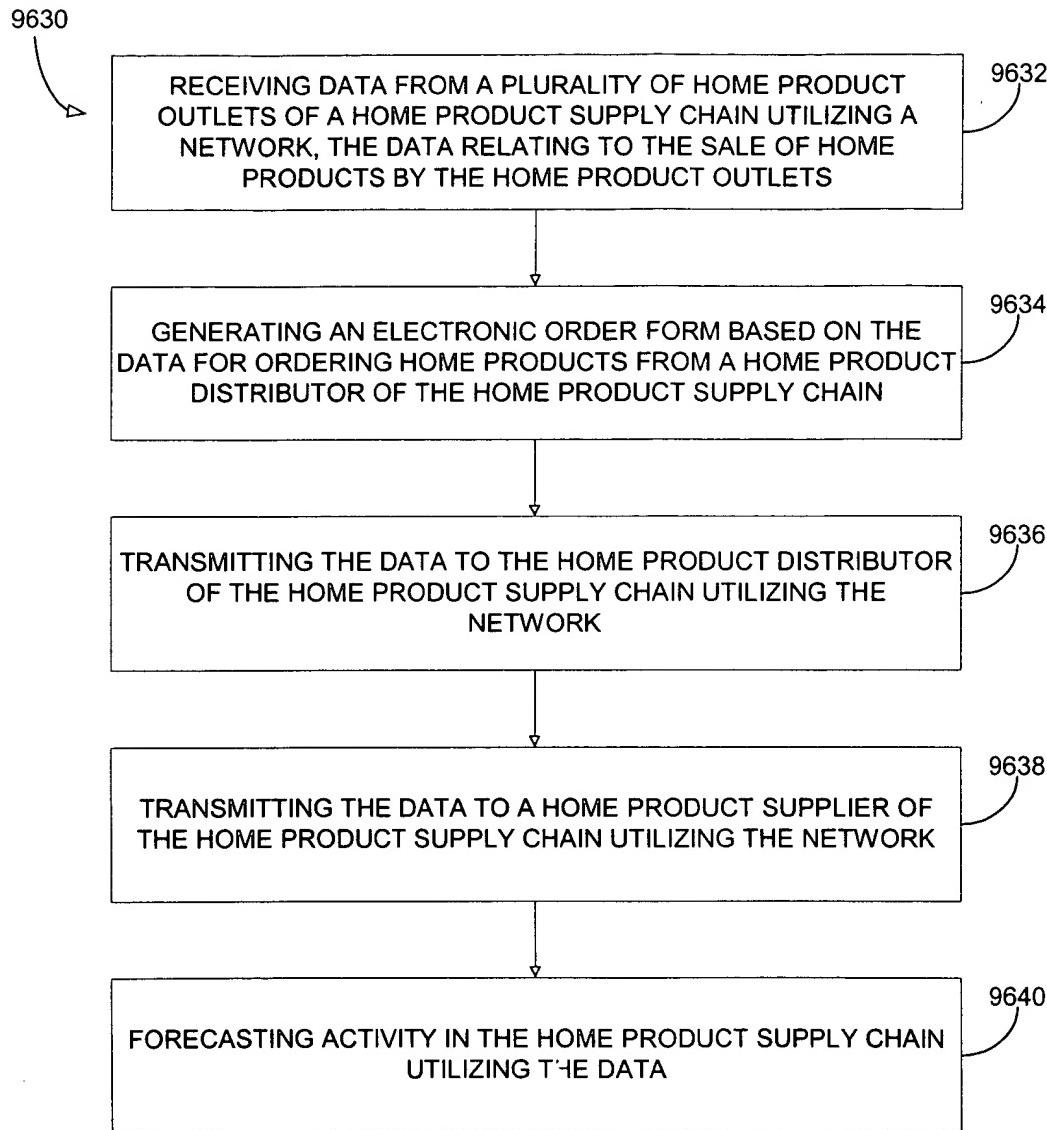


FIG. 96

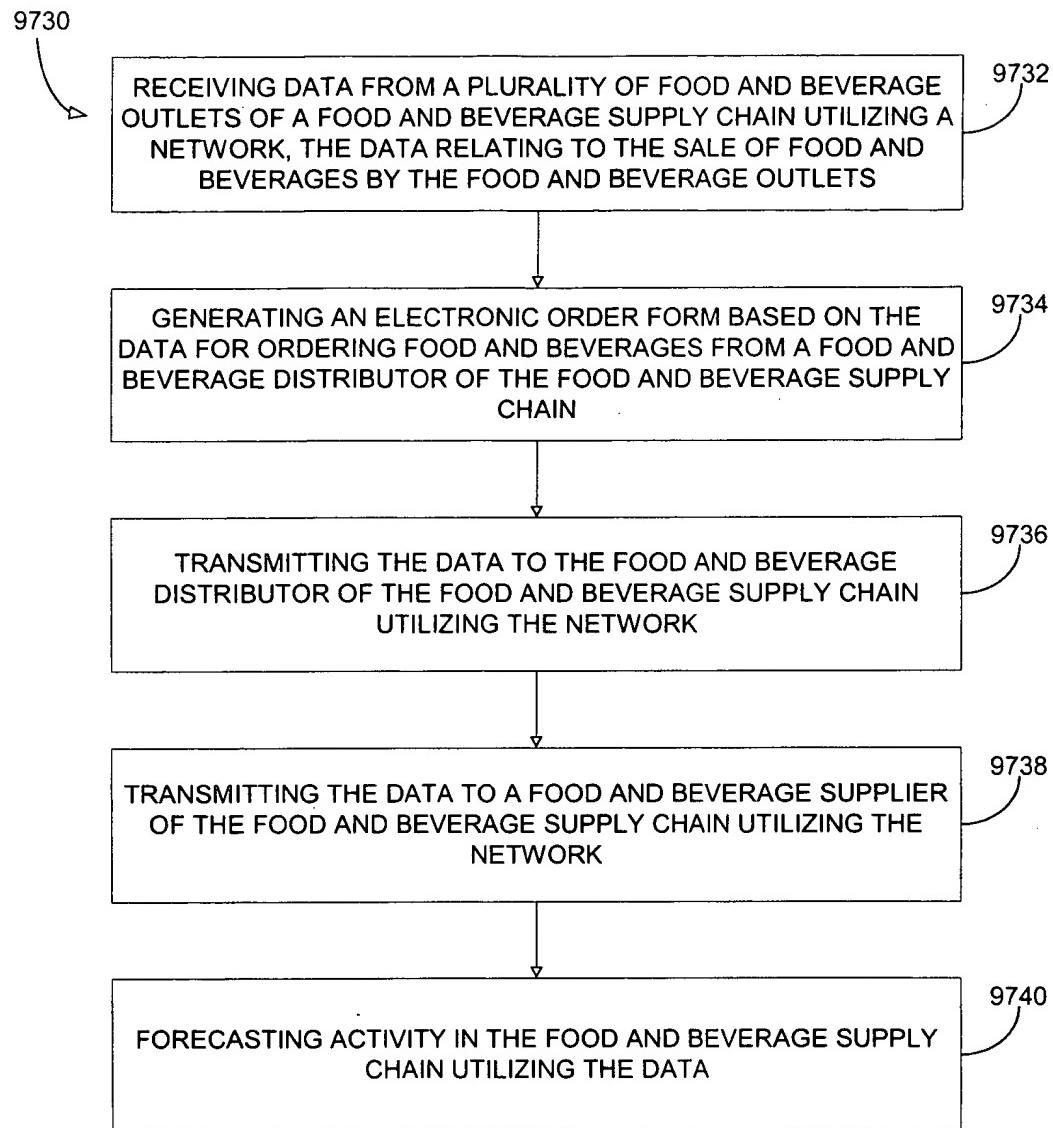


FIG. 97

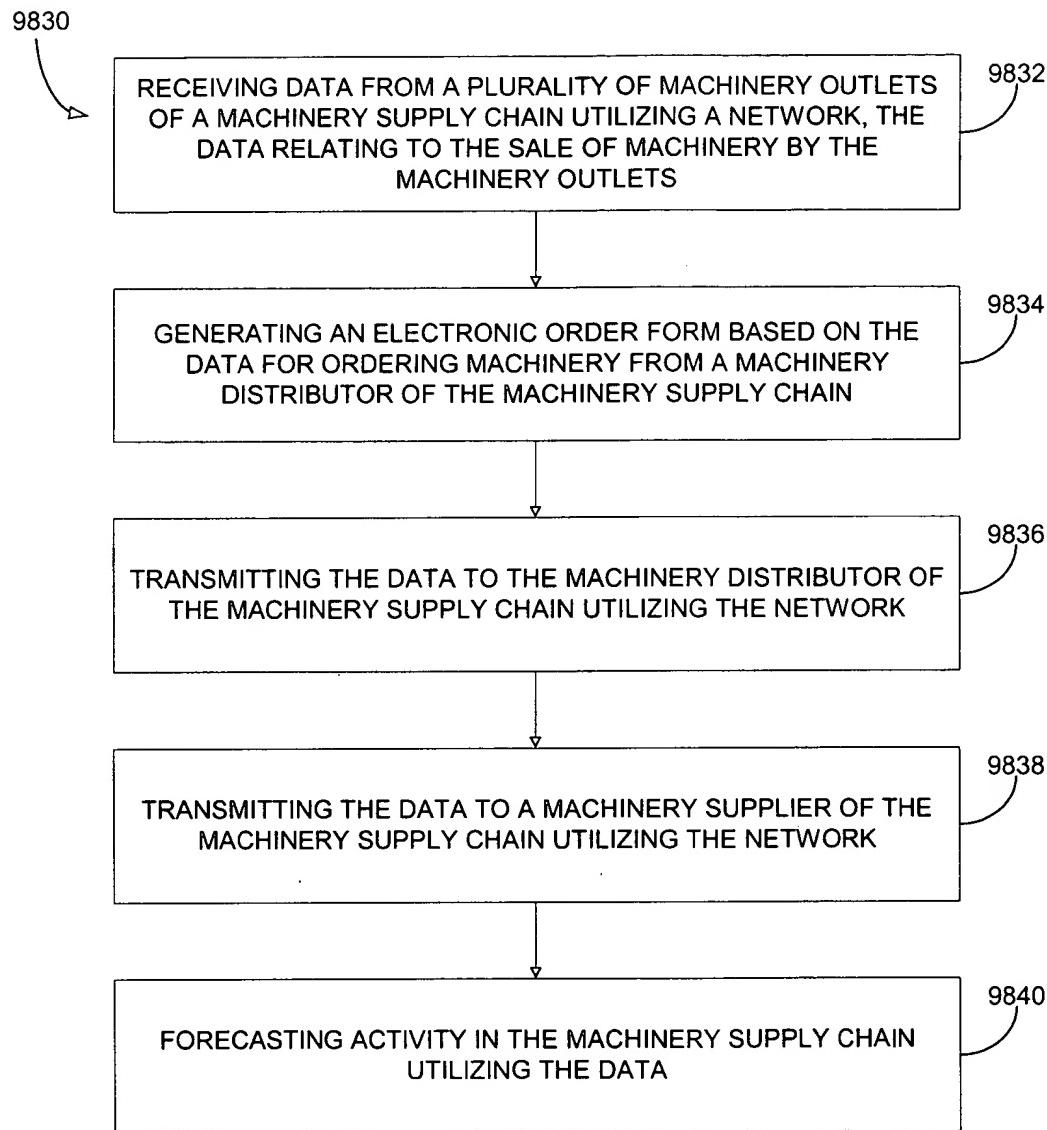


FIG. 98

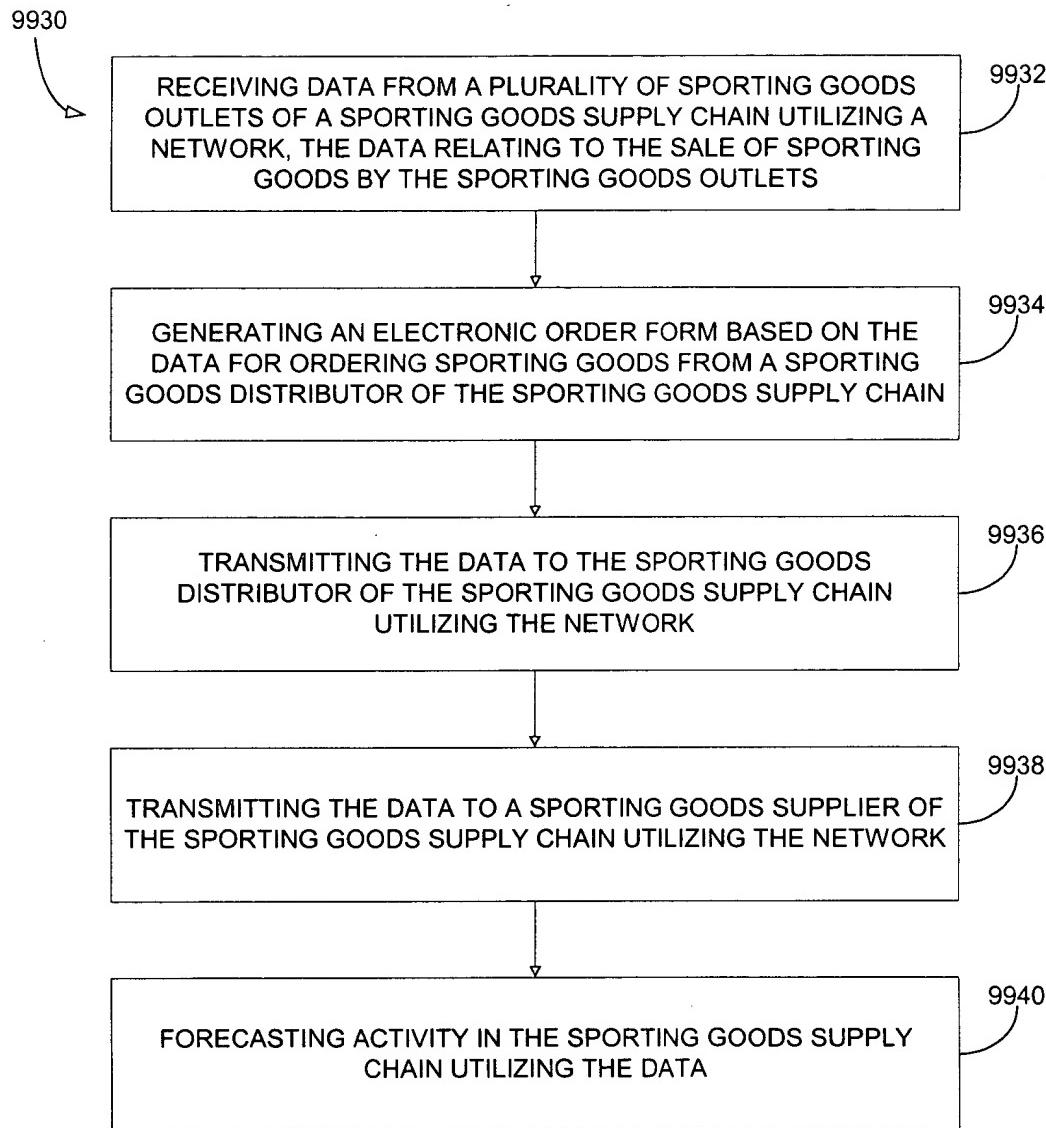


FIG. 99

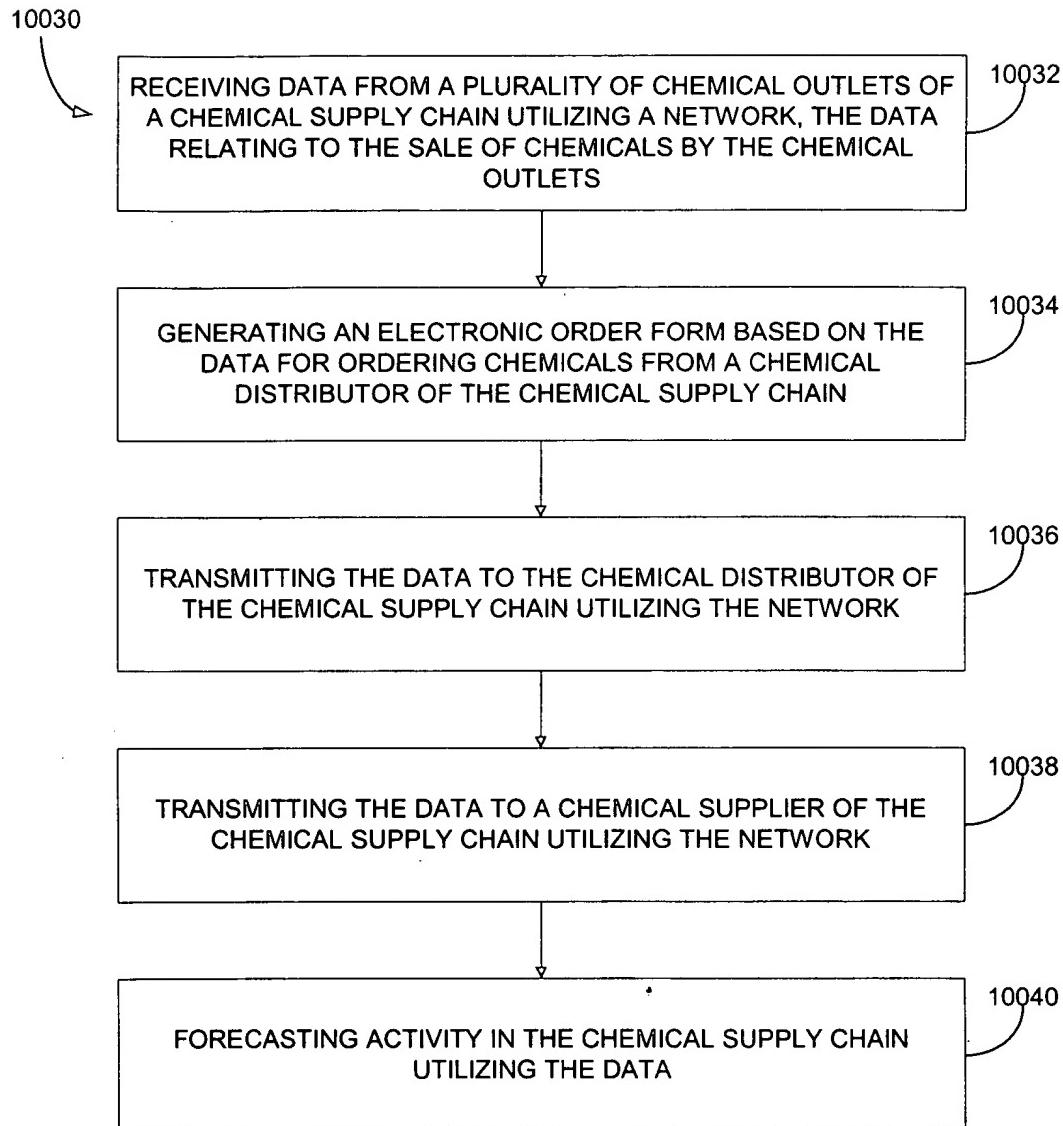


FIG. 100

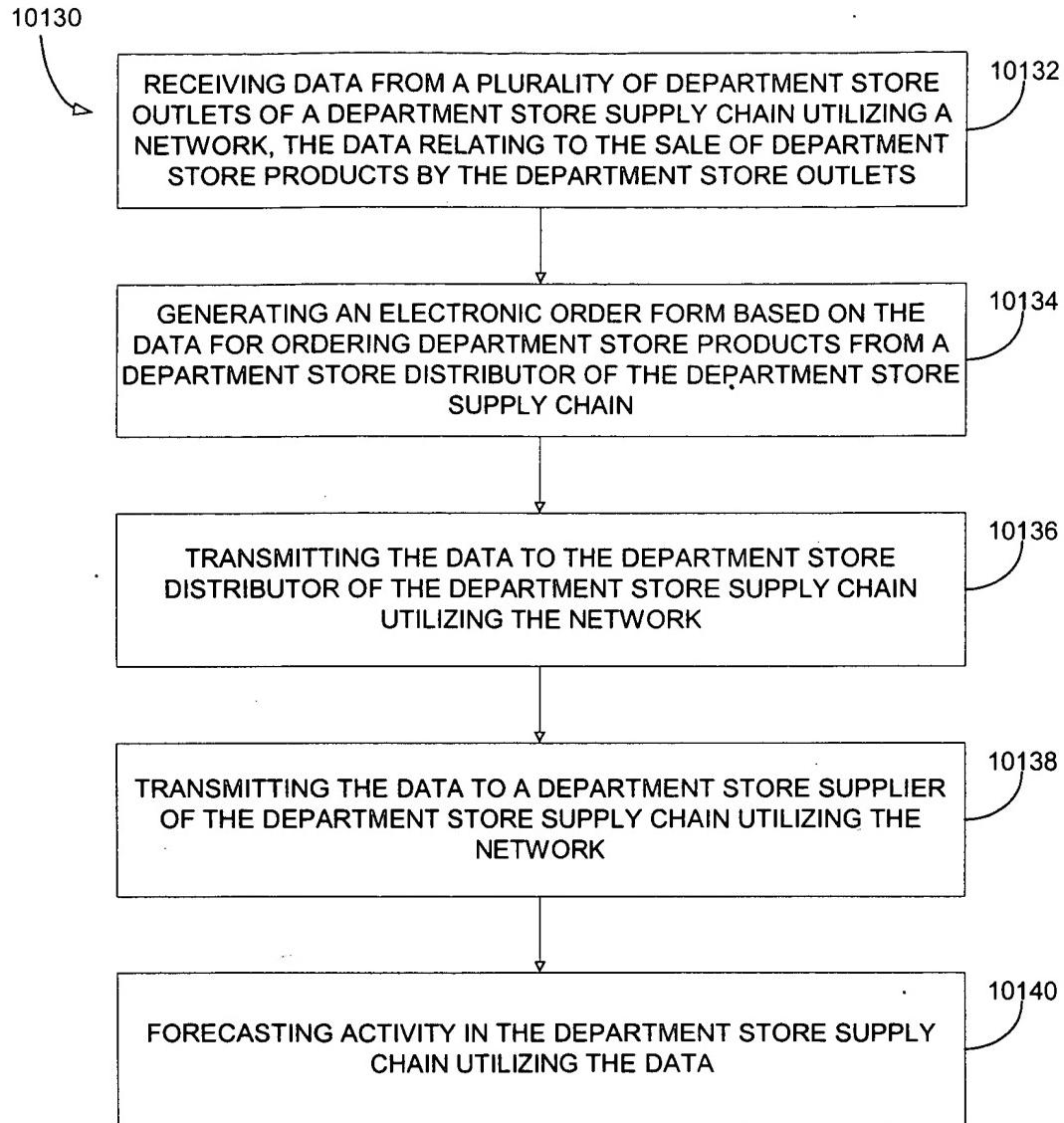


FIG. 101

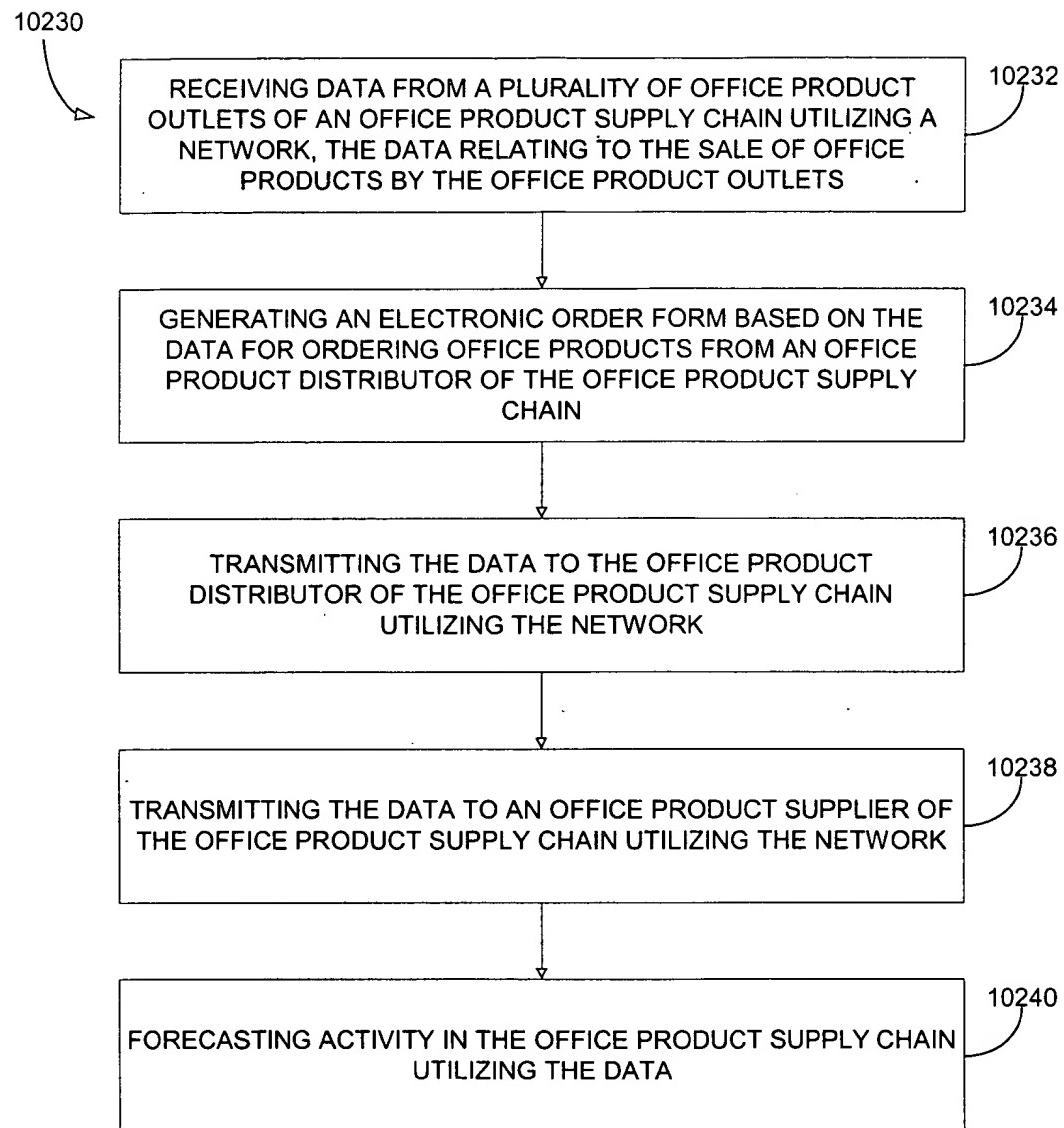


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS  
OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE  
DATA RELATING TO THE SALE OF BOOKS BY THE BOOK  
OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING BOOKS FROM A BOOK  
DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF  
THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE  
BOOK SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN  
UTILIZING THE DATA

FIG. 102B

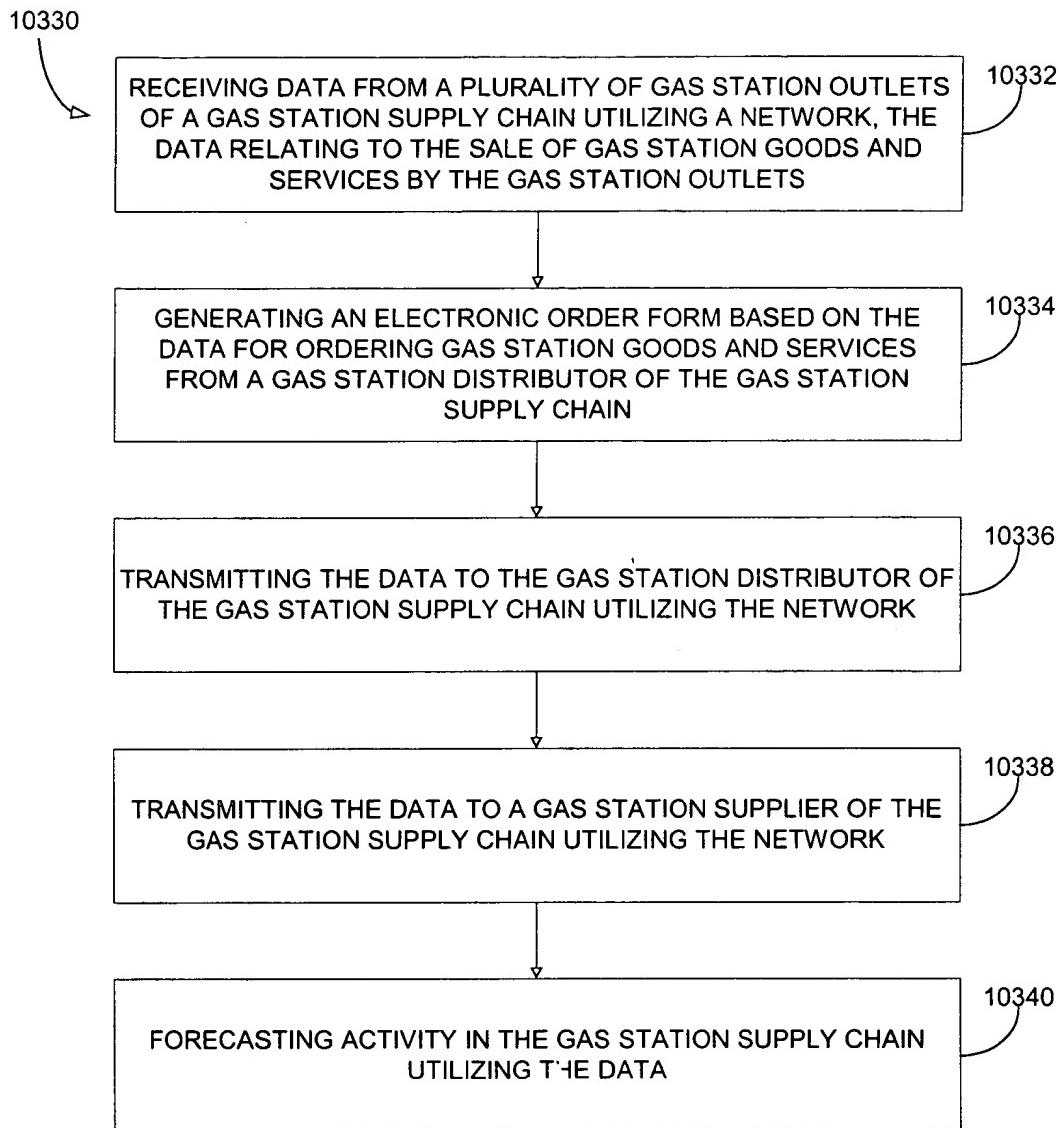


FIG. 103

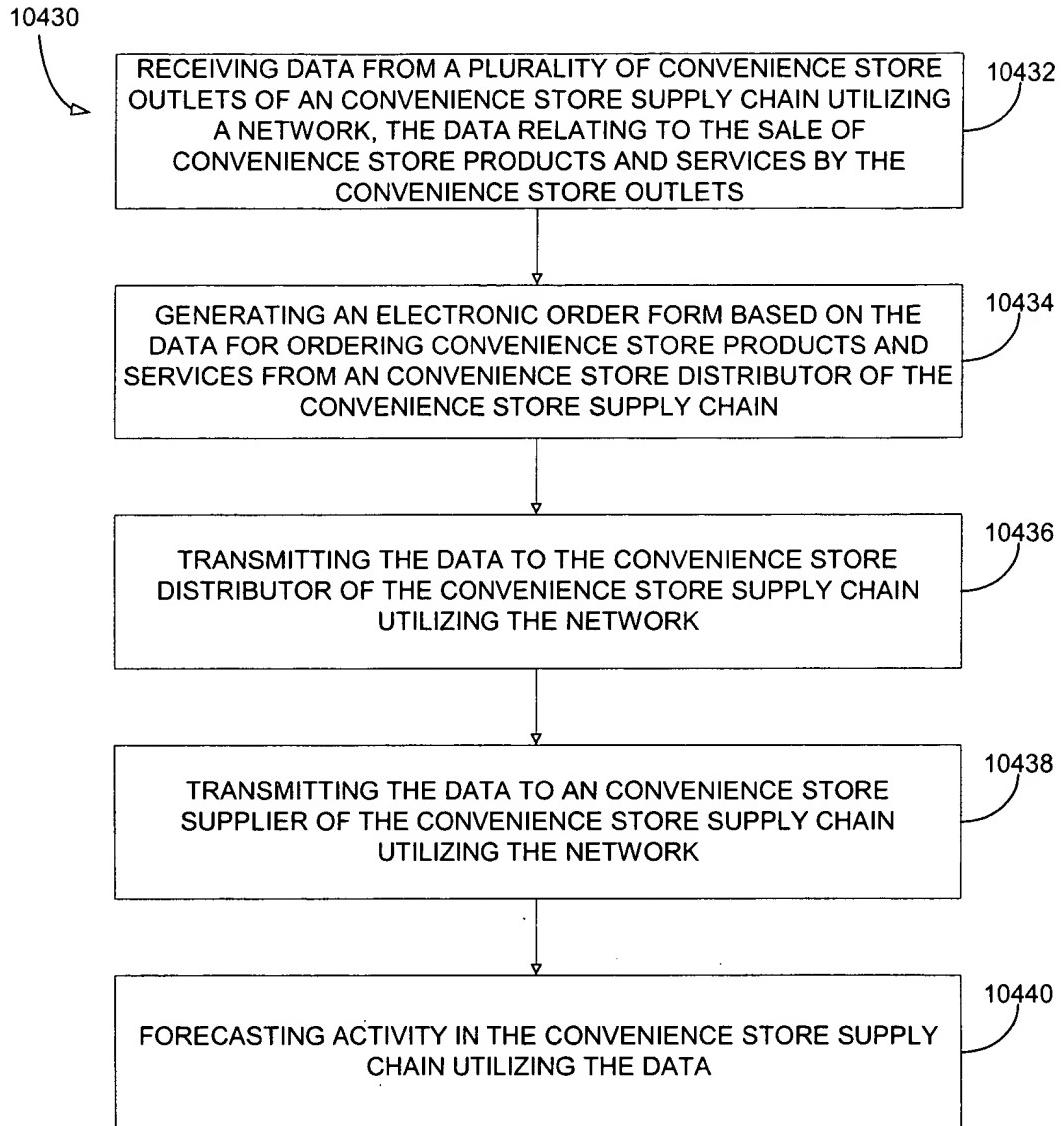


FIG. 104A

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF  
A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

10462

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR  
OF THE TOY SUPPLY CHAIN

10464

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF  
THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

10466

TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY  
SUPPLY CHAIN UTILIZING THE NETWORK

10468

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN  
UTILIZING THE DATA

10470

FIG. 104B

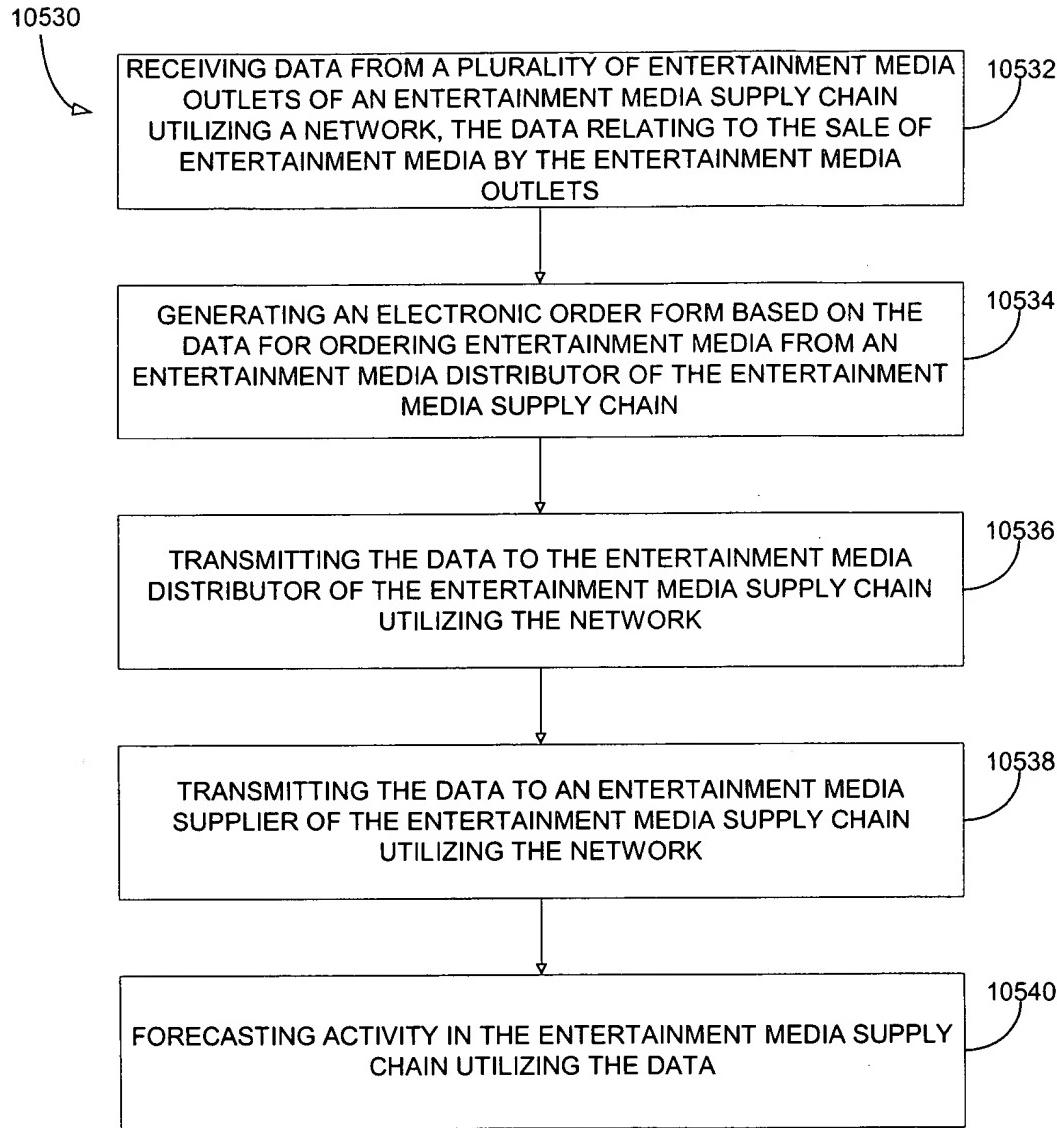


FIG. 105

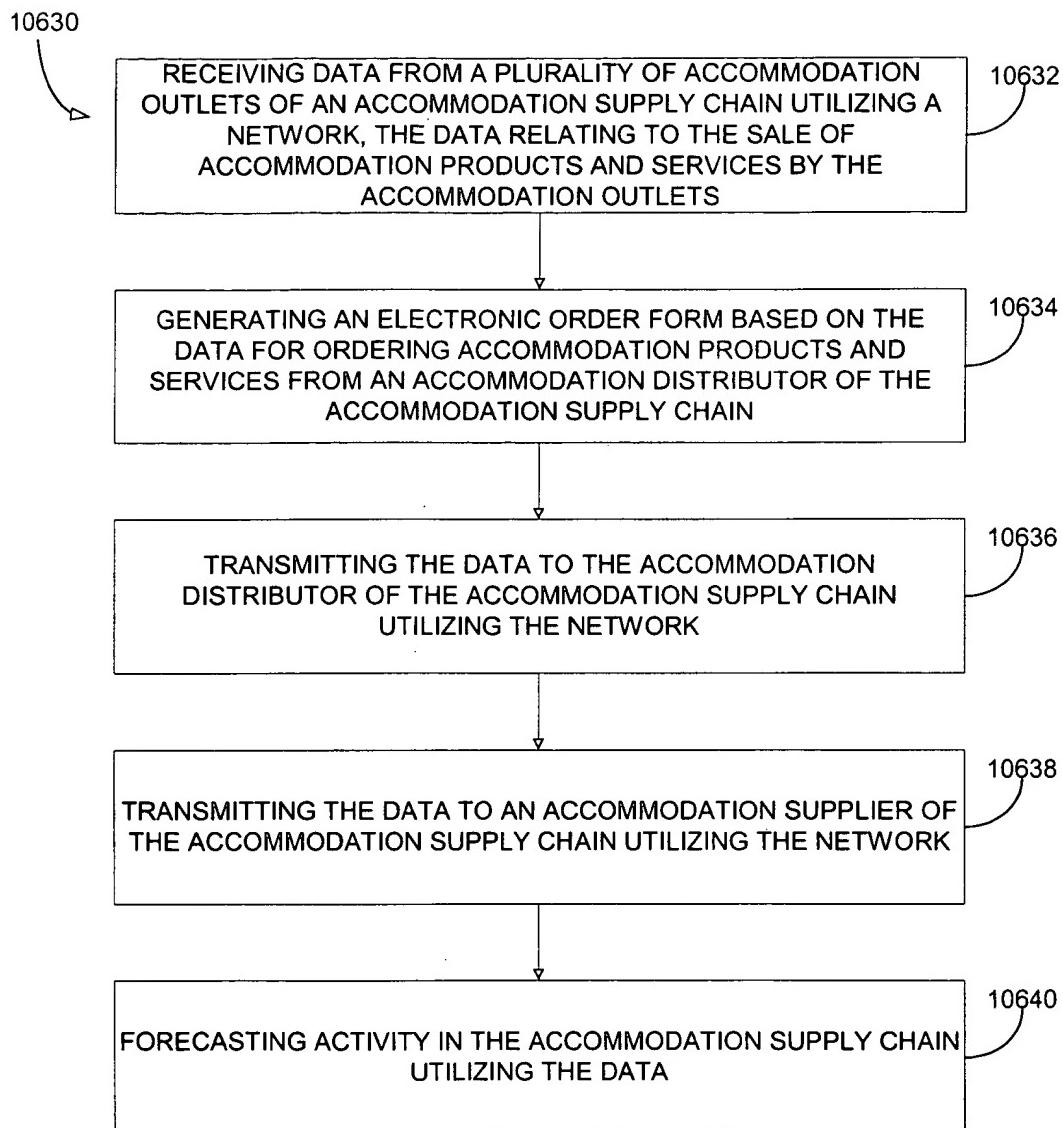
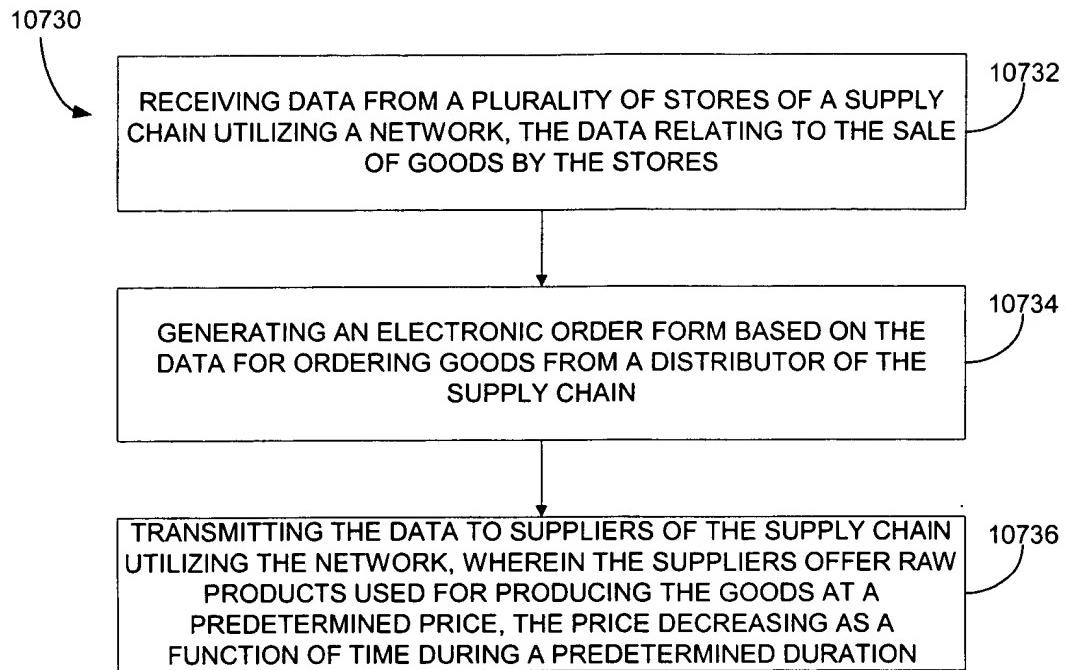
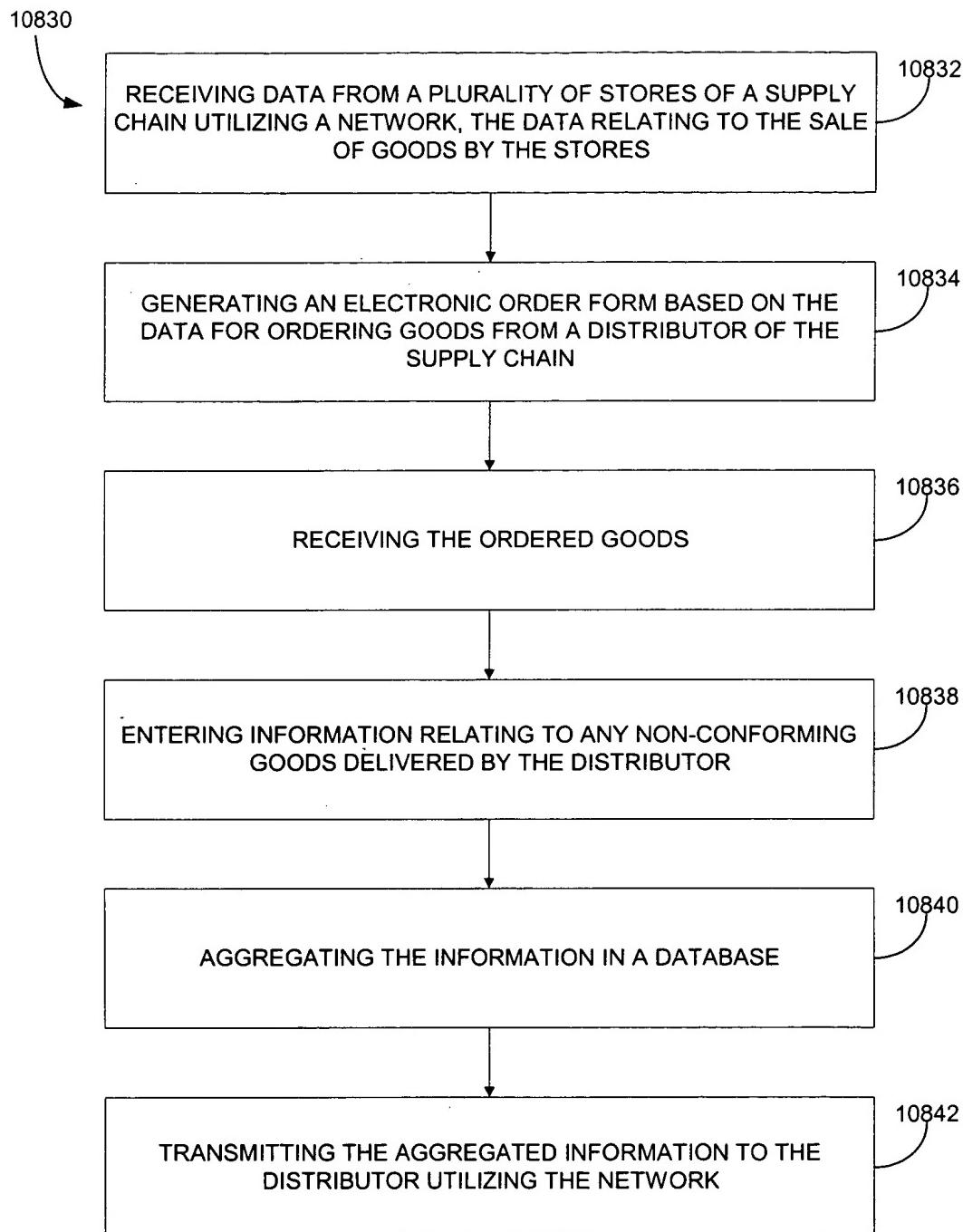


FIG. 106



**FIG. 107**



**FIG. 108**

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

10908

FIG. 109

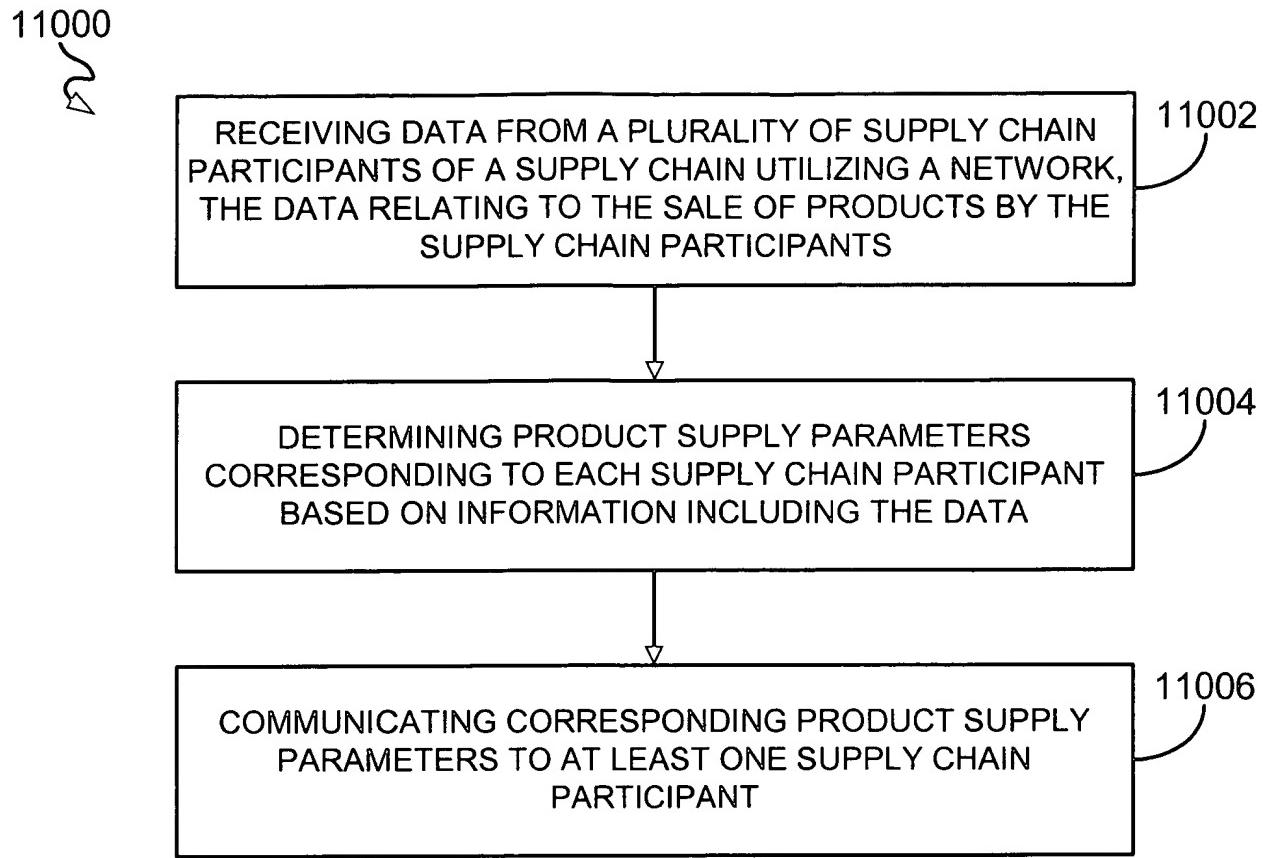


FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

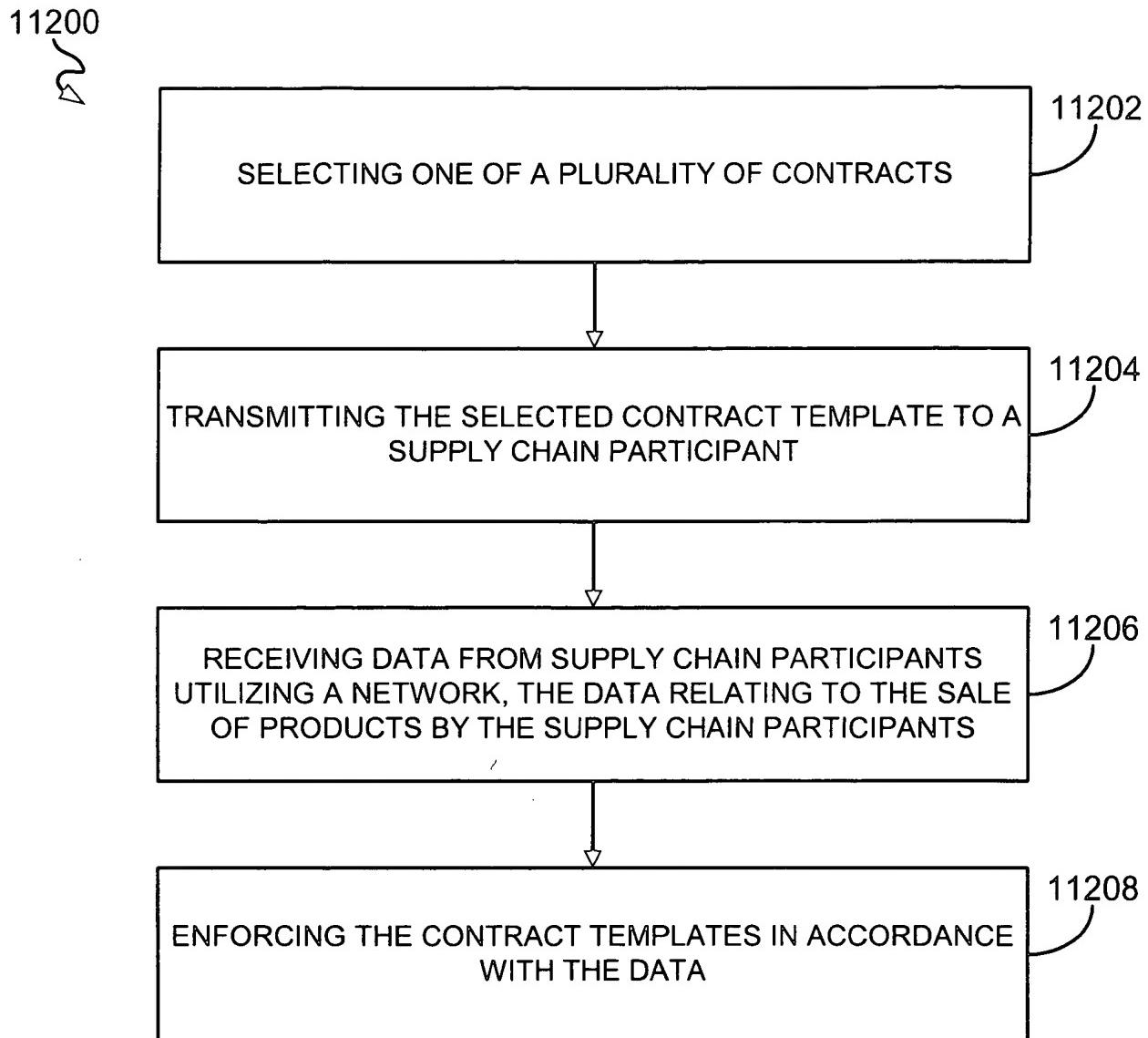


FIG. 112

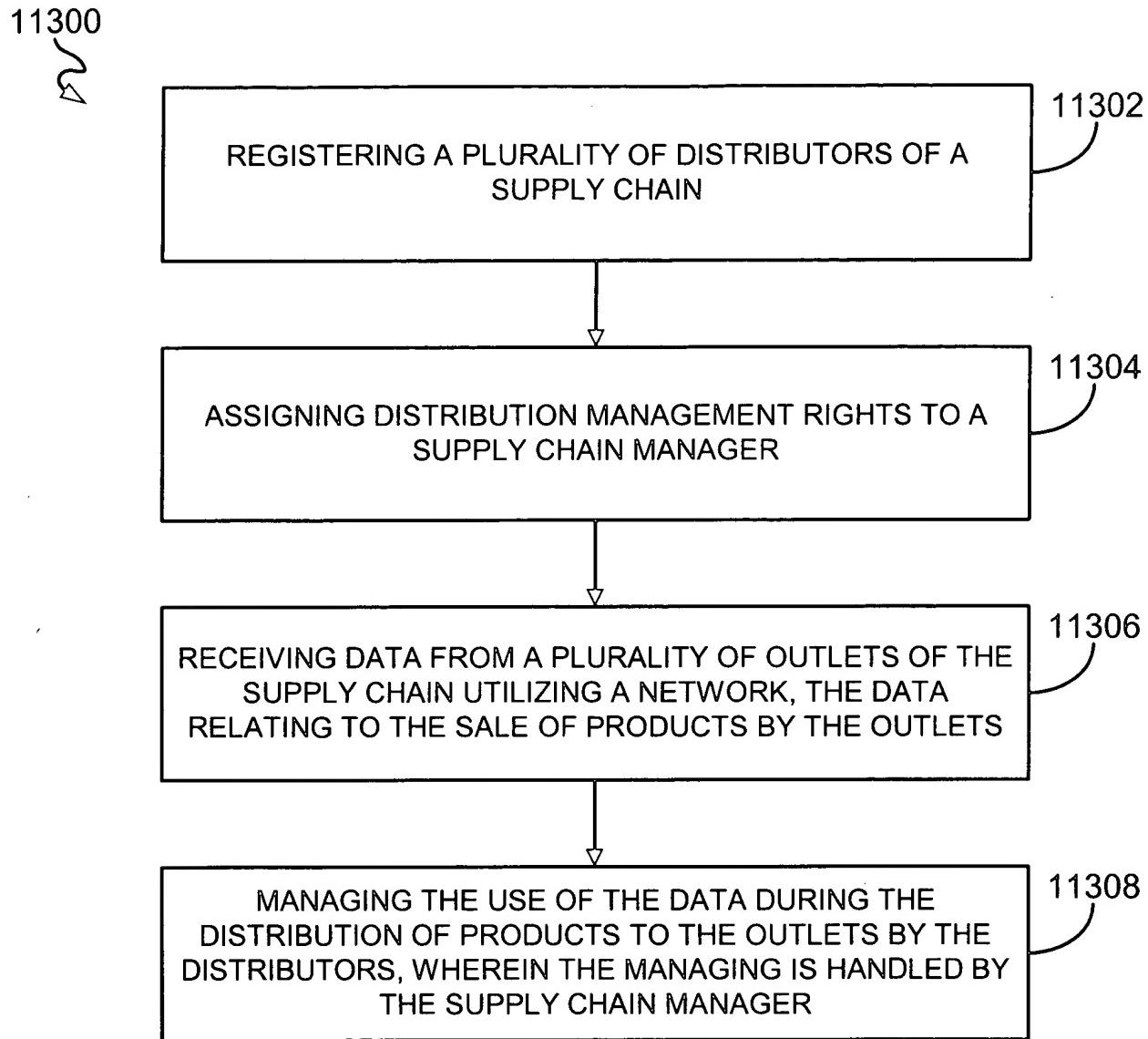


FIG. 113

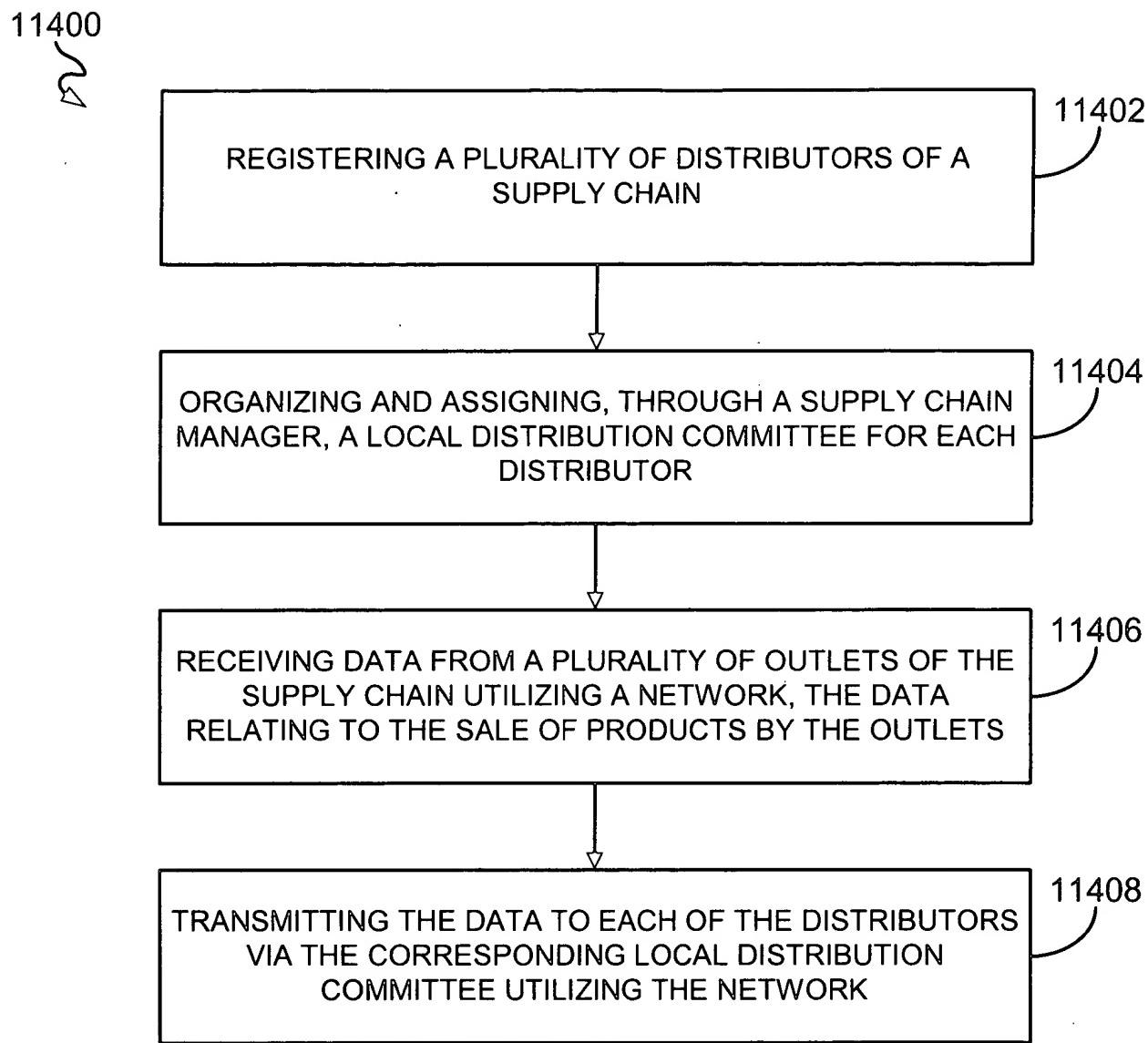


FIG. 114

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11610

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

FIG. 116

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11704

PROCESSING THE DATA

11706

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED OVER THE NETWORK

11708

FIG. 117

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A  
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A  
PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE  
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN  
PARTICIPANTS UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN  
PARTICIPANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE  
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE  
INVOICE REFLECTS A SECOND PRICE FOR THE  
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM  
THE FIRST PRICE

11808

FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11908

FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE  
OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS,  
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK  
BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF  
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING PRODUCTS FROM A  
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-  
BASED INTERFACE

12306

FIG. 123

12400

12402

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12404

GENERATING A CALENDAR OF EVENTS

12406

ALLOWING ACCESS TO THE CALENDAR OF EVENTS  
UTILIZING A NETWORK-BASED INTERFACE

FIG. 124

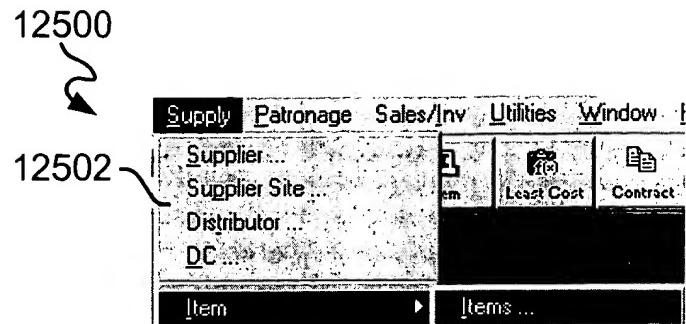


FIG. 125

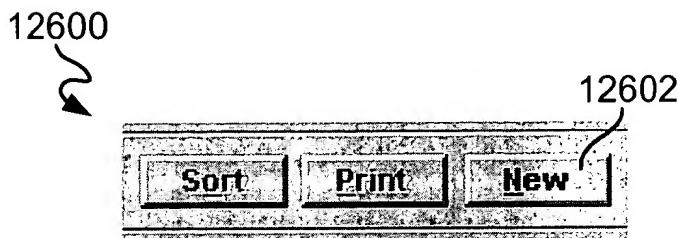


FIG. 126

12700

12702

Item Desc:

Item Number:

Product Cat Code:

Status Code: Active

Item Rank:

FIG. 127

FIG. 128

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

12800

12900



**FIG. 129**

13000

<b>Supplier Item Desc:</b>	<b>Item No:</b>
<b>Current:</b> <input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>
<b>Items per Case:</b> 5000	<b>High Qty:</b>
<b>Innerpack Contents:</b> 5/1000	<b>Cases Per Pallet:</b>
<b>Item Size:</b>	<b>Stacking Allowed:</b>
<b>Case Length:</b>	<b>Universal Product Code:</b>
<b>Case Width:</b>	<b>Cases Per Truckload:</b> 1350
<b>Case Depth:</b>	<b>Net Weight:</b> 39.00
<b>Case Dimension U.M:</b> INCH(S)	<b>Gross Weight:</b> 39.00
<b>Item Cube:</b> 0.95 CUBIC FEET	<b>Weight U.M:</b> POUND(S)
<b>Item Shelf Life:</b>	<b>BarCode:</b>

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier.

**FIG. 130**

13100

Site Information Site Id: 17355 Site Role: FOB Shipping Point

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

**FIG. 131**

13200

Site Information Site Id: 16 FOB Shipping Point

Name: AMERISERVE-FARMINGDALE, NY Railroad Name:

Status: Active Rail Sidings:

**FIG. 132**

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL  
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE  
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER  
SITES BEING DETERMINED BASED ON THE DEFINITION OF  
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE  
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER  
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER  
SITE FOR DISTRIBUTION OF THE ITEMS

13306

FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier/FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800

**FIG. 138**

13900

Min Ordr	UM	Slip	D liv.
1	TRUCKLOAD(S) Pallet		
1	TRUCKLOAD(S) Pallet		

**FIG. 139**

14000

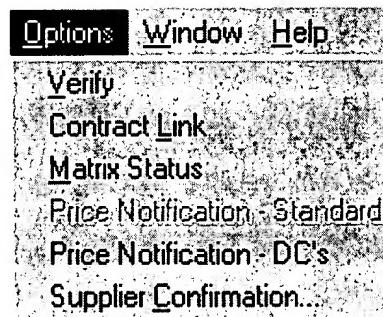
Carrier	Stated Vol
Truck	83,600
Truck	215,040

**FIG. 140**

14200

**FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED  
UTILIZING A GRAPHICAL USER INTERFACE

14402

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING  
THE GRAPHICAL USER INTERFACE

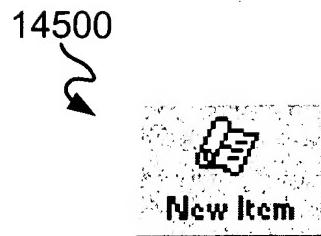
14404

DETERMINING A TIME FRAME DURING WHICH THE COST  
MODEL IS VALID UTILIZING THE GRAPHICAL USER  
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A  
CONTRACT COST, AN INVOICE COST, AND A LANDED COST  
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14406

FIG. 144

13200 13200 13200



**FIG. 145**

14600

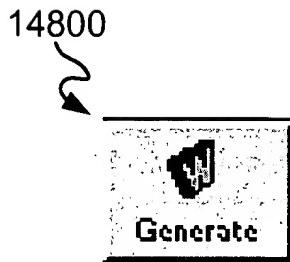
**Contract ID:** 673 - TYSON FOODS  
**Initial Buyer Name:** Jamie Hersh   
**Current Buyer Name:** Chris Stanton

**FIG. 146**

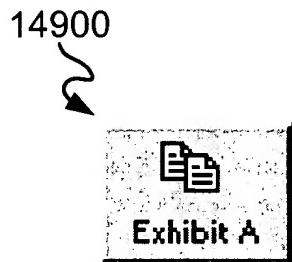
14700

**Contract Start Date:** 05/15/98  
**Contract End Date:** 12/31/02  
**Execution Date:** 5/15/98  
**Effective:** Shipment Date   
**Payment Terms:** Net 10

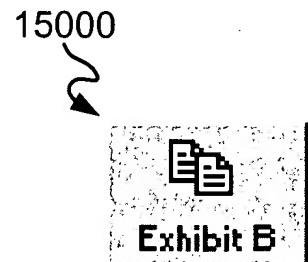
**FIG. 147**



**FIG. 148**



**FIG. 149**



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ.	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

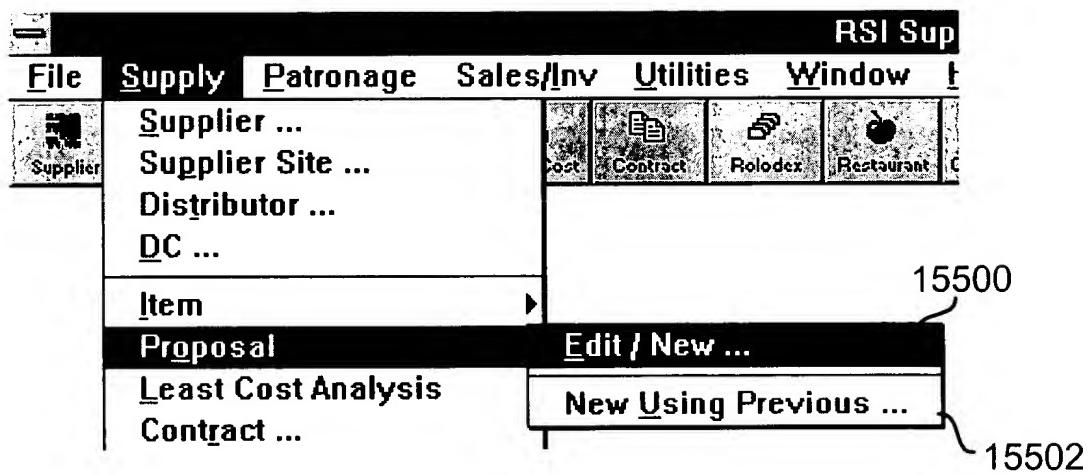
15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

FIG. 154

15500 15502



**FIG. 155**

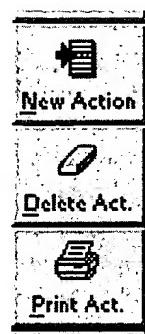
15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID:	1021						Proposal Due Date:	06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids						Contract Begin Date:	07/01/97
Buyer Name:	Dennis Clabby						Contract End Date:	06/30/98
<b>Actions</b>								
#	Date:	Action Description:						
1.	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

**FIG. 156**

15700



**FIG. 157**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
-----------	-------	-----------	-----	-----------	----------	-------	-----------	----------

Search    Query    Reset

Query Values

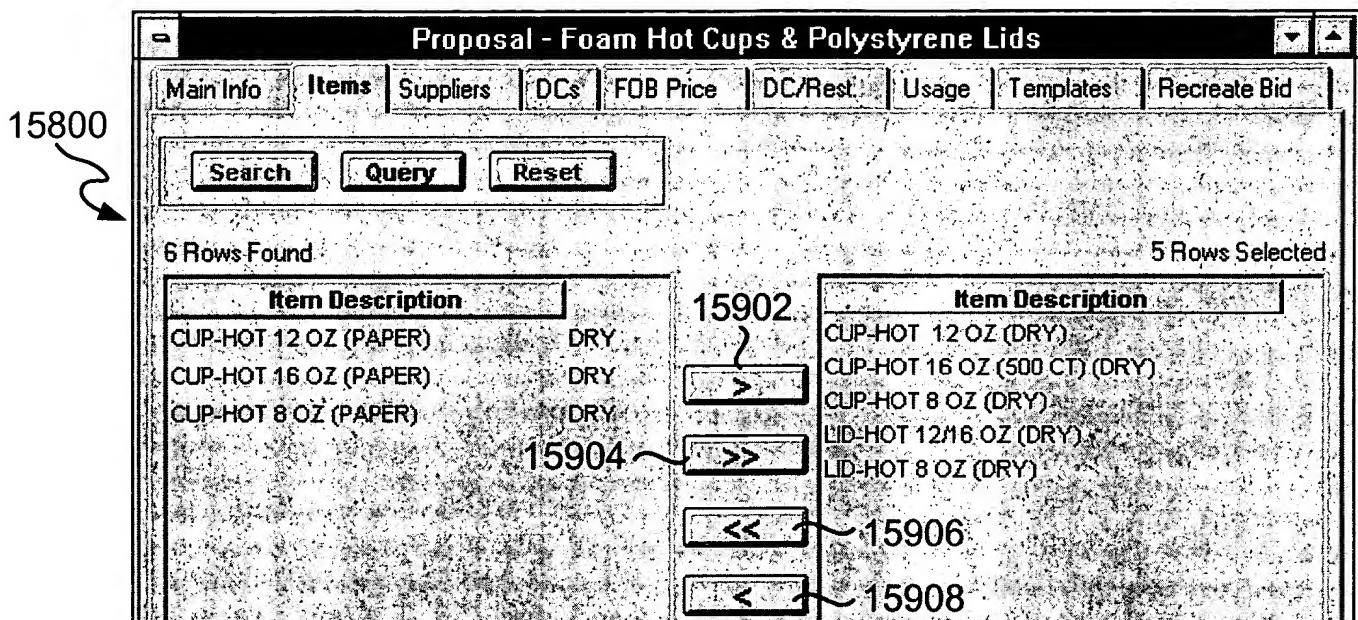
Item Description
CUP-HOT

2 Rows Selected

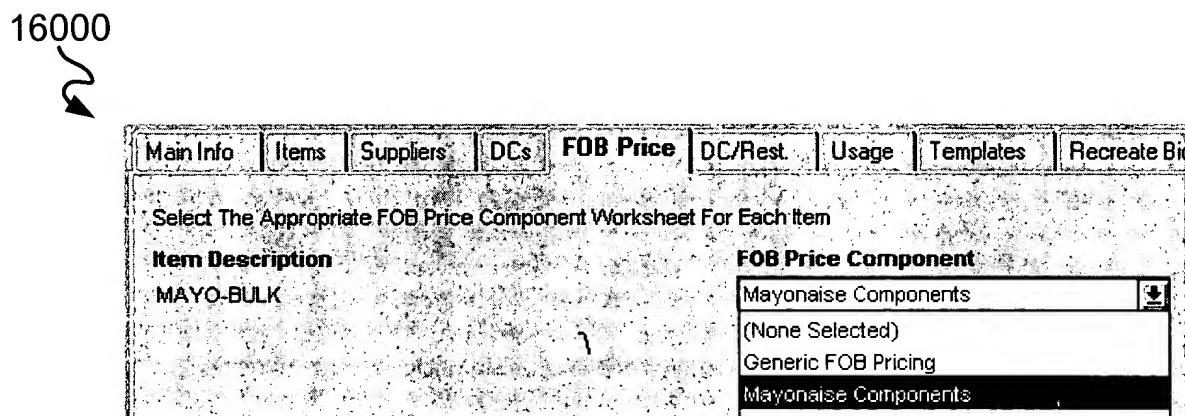
Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

>>  
><  
<

**FIG. 158**



**FIG. 159**



**FIG. 160**

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ.	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT.LAKE	116	2	80.00%	5.46	5.00%	37	

**FIG. 161**

16200

DISPLAYING A GRAPHICAL USER INTERFACE IN RESPONSE  
TO A REQUEST TO CREATE A BID PROPOSAL

16202

RECEIVING INFORMATION UTILIZING THE GRAPHICAL USER  
INTERFACE

16204

GENERATING A BID PROPOSAL USING THE INFORMATION,  
WHEREIN THE INFORMATION IS SELECTED FROM THE  
GROUP CONSISTING OF A BUYER NAME, A DUE DATE, A  
CONTRACT BEGIN DATE, AND A CONTRACT END DATE

16206

FIG. 162

16300



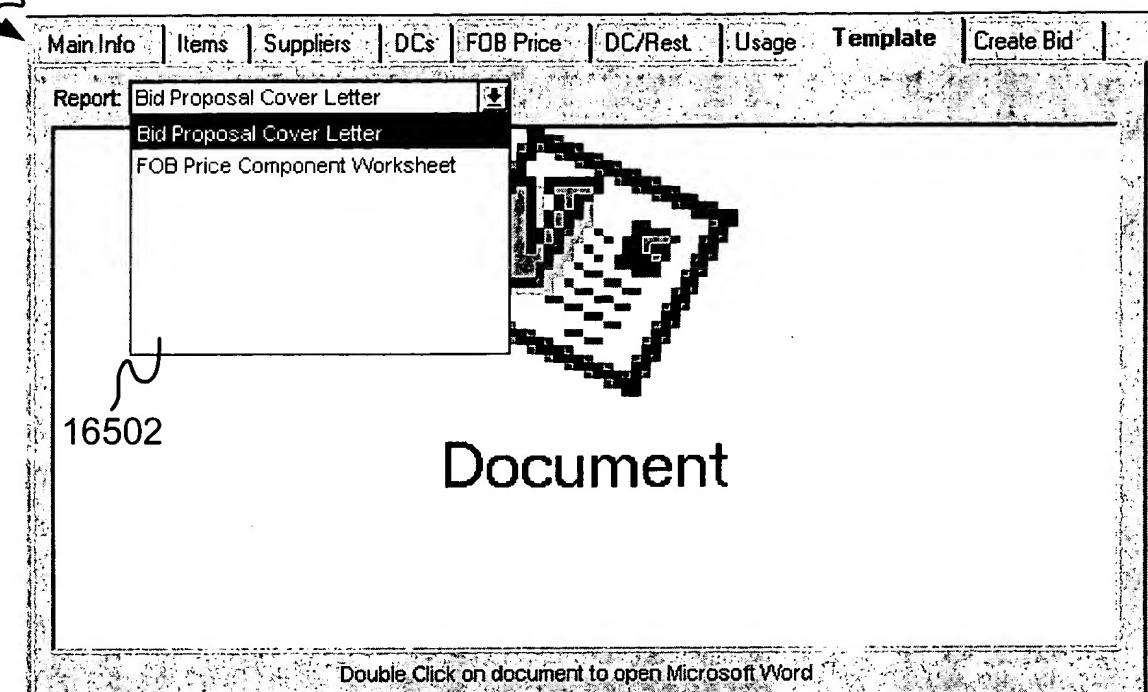
**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>	<i>Y/N</i>	
<b>Bid Proposal Cover Letter</b>	?	?	Y
<b>General Terms and Conditions</b>	?	?	N
<b>Usage Estimates</b>	?	?	N
<b>Supplier Facility Worksheets</b>	?	?	N
<b>Item Information Worksheets</b>	?	?	N
<b>Sample Supply Agreement</b>	?	?	N
<b>BK Specification Request</b>	?	?	N
<b>FOB Price Component</b>	?	?	Y
<b>Truckload Freight Worksheet</b>	?	?	N
<b>LTL Freight Worksheet</b>	?	?	N

**FIG. 164**

16500

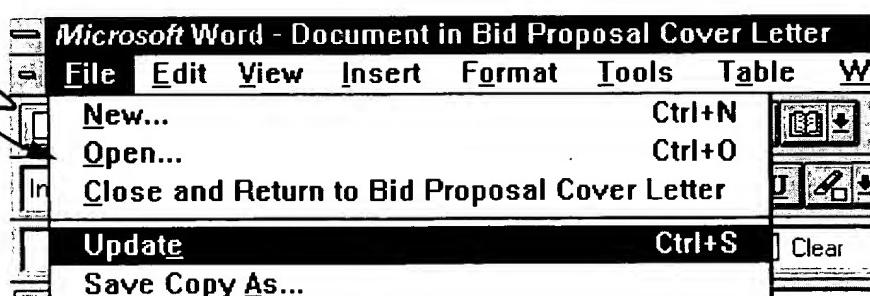


16502 Document

Double Click on document to open Microsoft Word

**FIG. 165**

16600



**FIG. 166**

16700

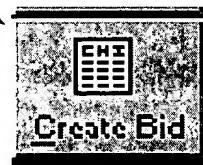
Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | Create Bid |  Bid Proposal Sent

Bid Proposal Will Include Checked Documents

<b>General</b>	<b>Cost</b>
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet
<input checked="" type="checkbox"/> Supplier Facility Worksheet	<b>Blank Sheets</b>
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/> Supplier Facility Worksheet
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/> Item Information Worksheet
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/> FOB Price Component Worksheet
* LTL Freight Worksheet will be printed by system if necessary	

FIG. 167

16800



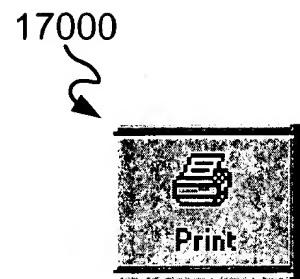
16900

Report:	Item Information Worksheet	Supplier:	(all)
7/2/97	<input type="checkbox"/> Bid Proposal Cover Letter <input type="checkbox"/> FOB Price Component Worksheet <input type="checkbox"/> General Terms & Conditions <input checked="" type="checkbox"/> Item Information Worksheet <input type="checkbox"/> LTL Freight Worksheet <input type="checkbox"/> Sample Supply Agreement <input type="checkbox"/> Supplier Facility Worksheet		

**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY  
IDS

FIG. 169



17000



**FIG. 170**



17100



**FIG. 171**

17200

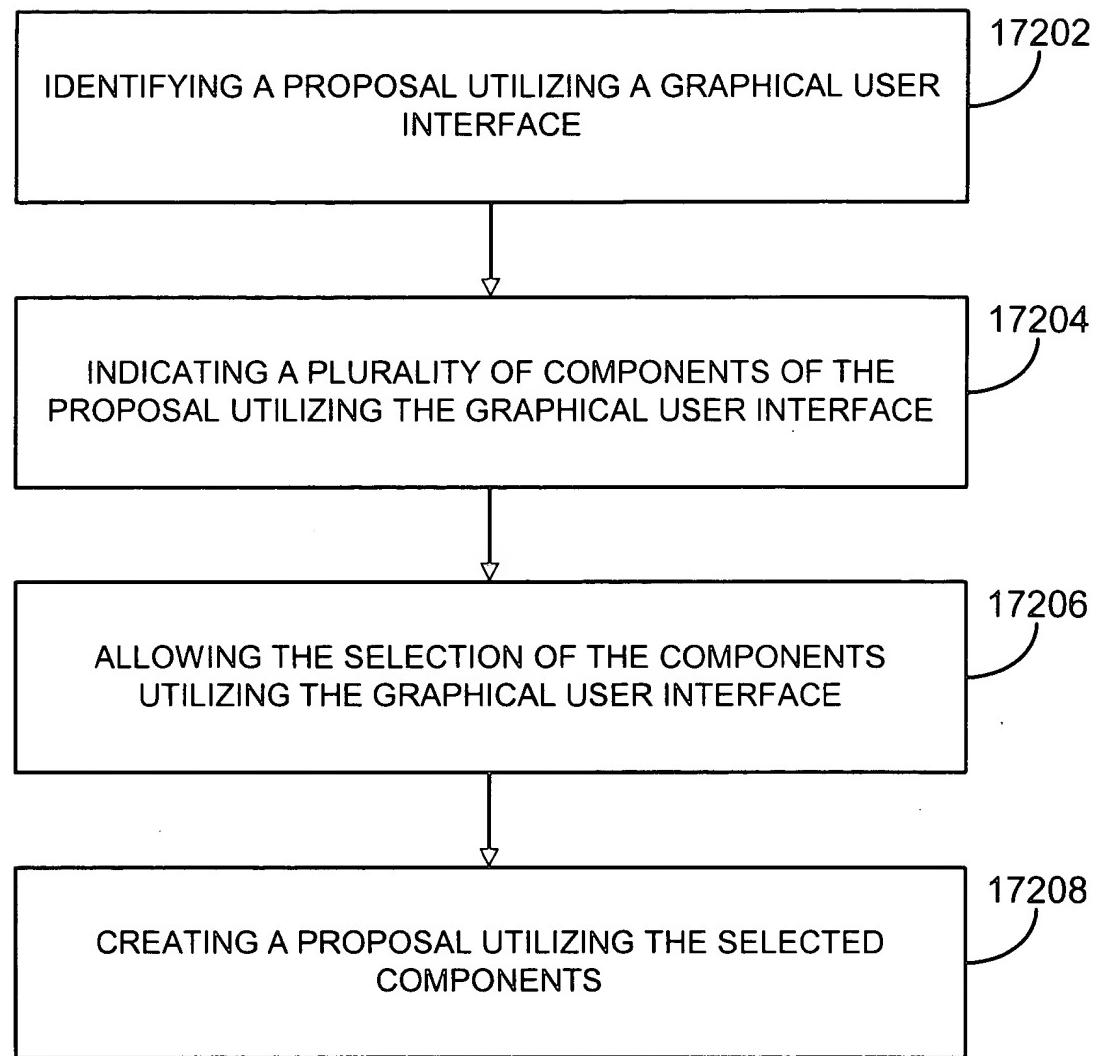


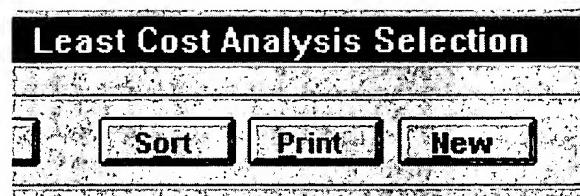
FIG. 172

17300



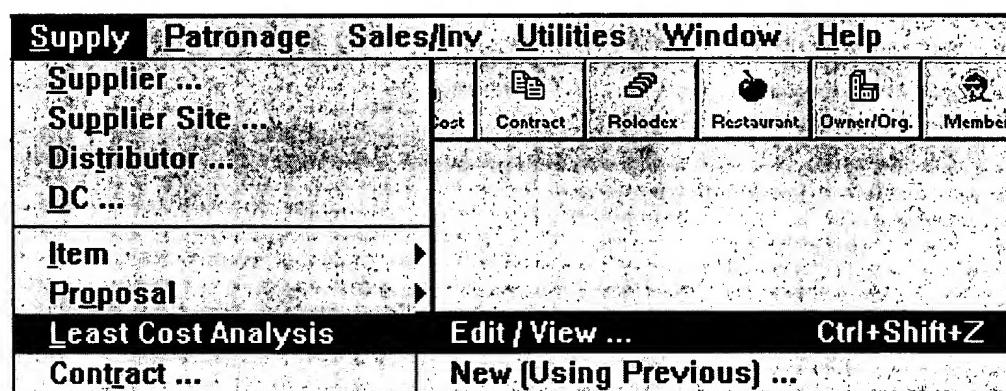
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

<b>Bid Proposal Name:</b>	(None)
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

17600

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

FIG. 177

17800

<b>Analysis Name:</b>	Hash Brown Actual		
<b>Analysis ID:</b>	1036		
<b>Buyer:</b>	Dennis Clabby		
<b>Period of Agreement:</b>	10/1/97	THRU	9/30/98
<b>Unit Of Measure:</b>	CASE(S)		

**FIG. 178**

17900

<b>Version ( 1 ) of ( 9 )</b>	<b>Base version</b>
<b>What is the max # of FOB points to allocate to each DC ?</b> One FOB	
<b>What is pricing method for this version ?</b> FOB + Freight	
<b>What is the RSI Invoice FOB Upcharge (Downcharge) ?</b> 0.0000	
<b>Override RDC Truckload Validation ?</b> No	
<b>Solution Strategy:</b>	Standard
<b>Last Revision:</b>	9/15/97 1:04 PM

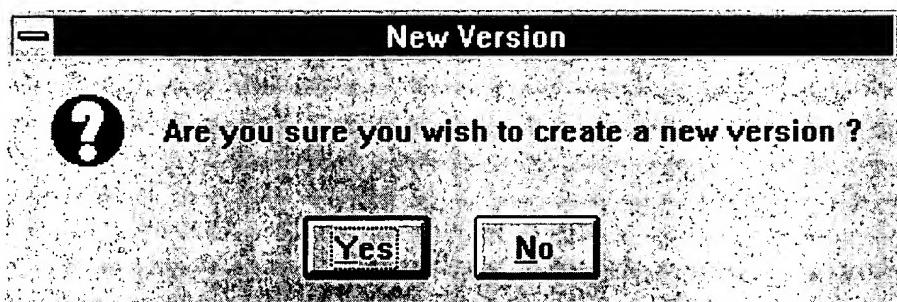
**FIG. 179**

18000



**FIG. 180**

18100



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

FIG. 182

18300 →  
18300 →  
18300 →  
18300 →  
18300 →

18300

<input type="button" value="Search"/>	<input type="button" value="Query"/>	<input type="button" value="Reset"/>						
Query Values								
<table border="1"><tr><th>Supplier FOB</th></tr><tr><td>DOP</td></tr><tr><td> </td></tr><tr><td> </td></tr><tr><td> </td></tr></table>			Supplier FOB	DOP				
Supplier FOB								
DOP								
<table border="1"><tr><th>Supplier FOB</th></tr><tr><td>DOPACO-DOWNTOWN, PA</td></tr><tr><td>DOPACO-KINSTON, NC</td></tr><tr><td>DOPACO-ST. CHARLES, IL</td></tr><tr><td>DOPACO-STOCKTON, CA</td></tr><tr><td>IMPERIAL BONDWARE-SHELBYVILLE, IL</td></tr></table>			Supplier FOB	DOPACO-DOWNTOWN, PA	DOPACO-KINSTON, NC	DOPACO-ST. CHARLES, IL	DOPACO-STOCKTON, CA	IMPERIAL BONDWARE-SHELBYVILLE, IL
Supplier FOB								
DOPACO-DOWNTOWN, PA								
DOPACO-KINSTON, NC								
DOPACO-ST. CHARLES, IL								
DOPACO-STOCKTON, CA								
IMPERIAL BONDWARE-SHELBYVILLE, IL								
7 Rows Selected								
<input type="button" value="&gt;"/>	<input type="button" value="&gt;&gt;"/>							

18302

**FIG. 183**

18400

18402

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

**FIG. 184**

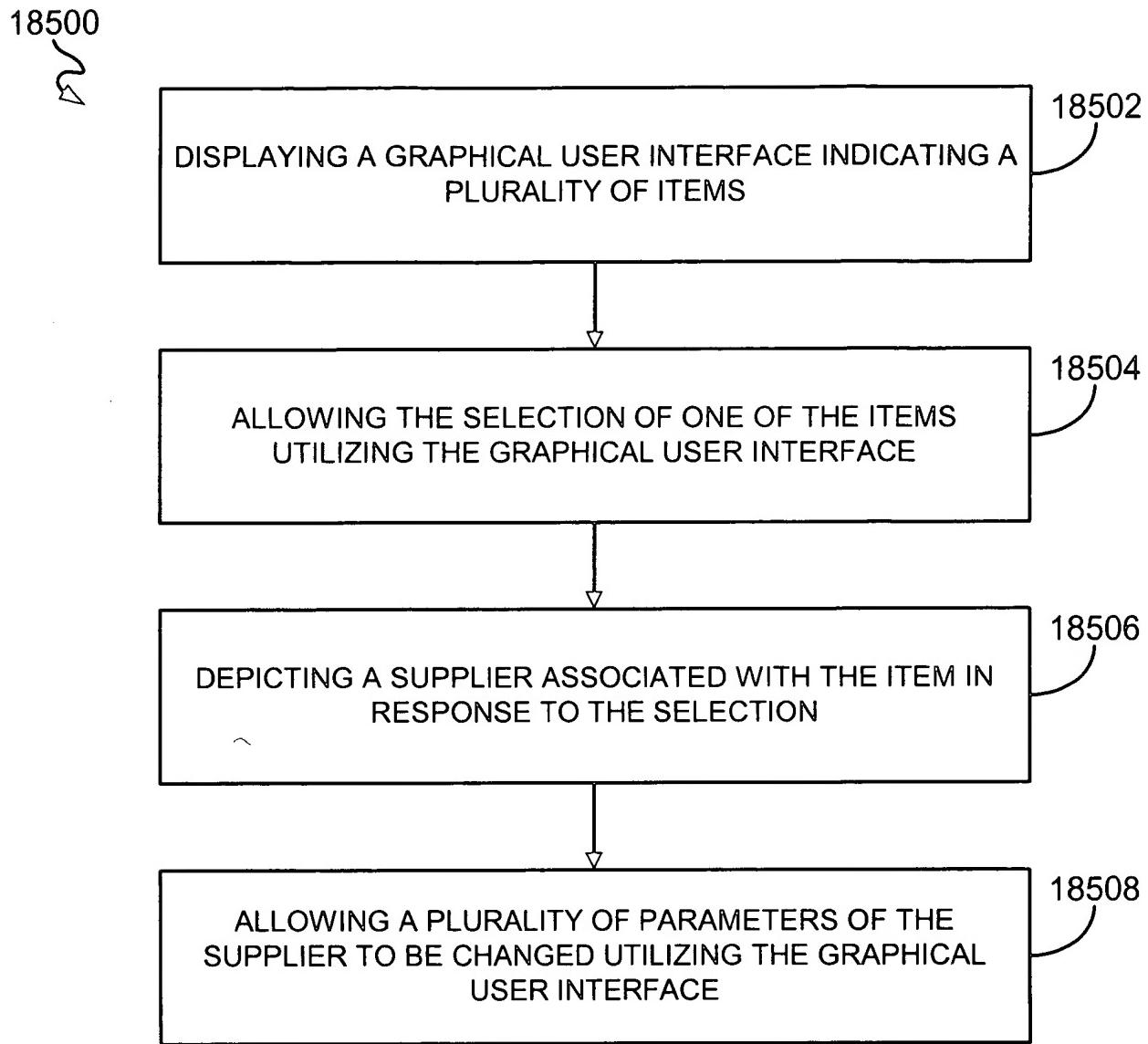


FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M	INCHES	Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS LTD-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS LTD-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
MCCAIN FOODS, INC-OHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

FIG. 191

19200

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier-FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

**FIG. 195**

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

FIG. 196

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE\POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE\POST-DENVER	35	5.00%	37
AMERISERVE\POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

**FIG. 197**

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	.00					
Distribution Center	Previous Usage	Projected Rest. Count	Coug. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

**FIG. 198**

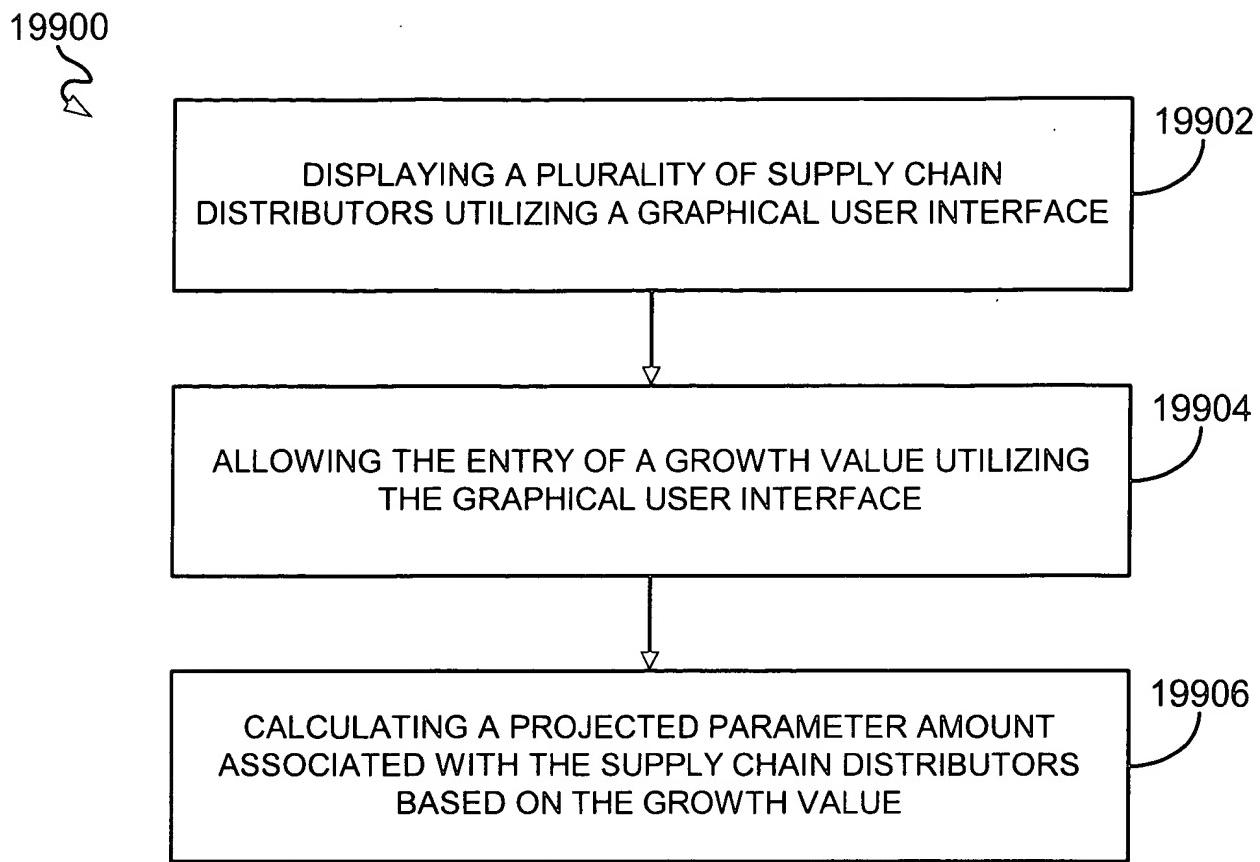


FIG. 199

20000

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Lane Restriction		Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

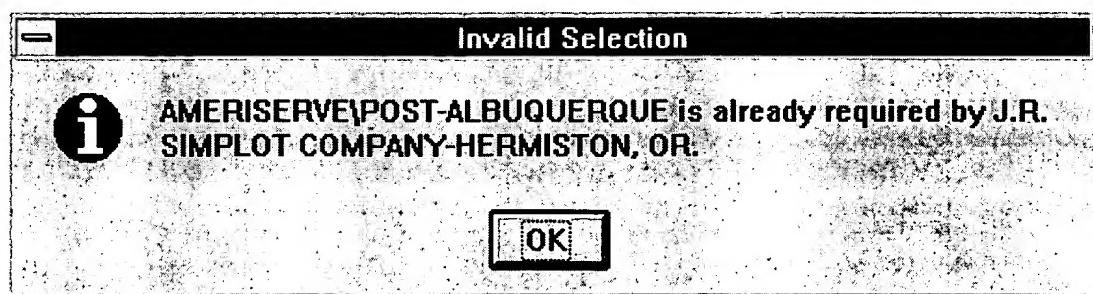
**FIG. 200**

20100

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Lane Restriction		Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded	<input type="checkbox"/>

**FIG. 201**

20200



**FIG. 202**

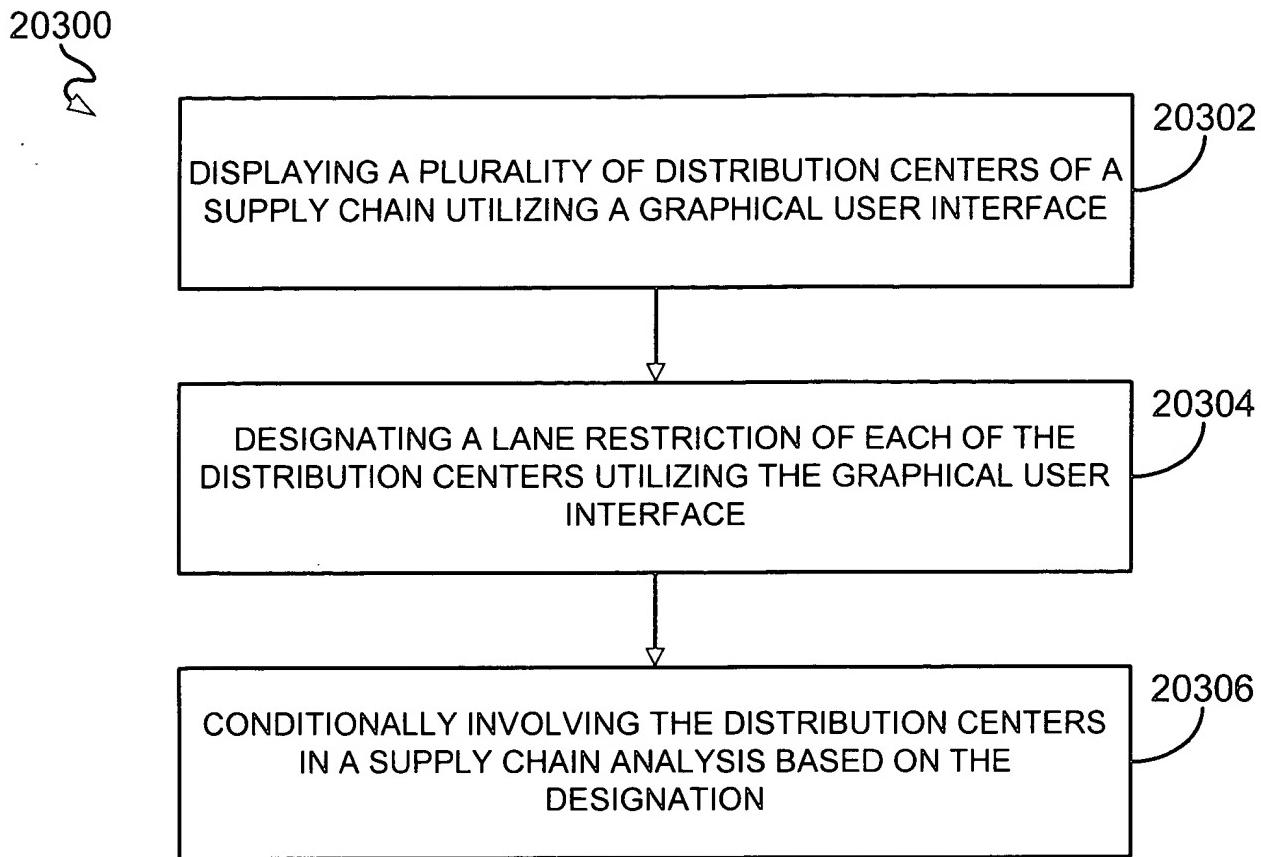


FIG. 203

20400

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY - HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC. - AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE UT	691		

**FIG. 204**

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREENFORREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russellville	AR	72801				
Distribution Center	Weight Minimum	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000						1.10
PS-BURLINGTON	15,000	400.00					1.20

**FIG. 205**

20400  
20450  
20500  
20550  
20600  
20650  
20700  
20750  
20800  
20850  
20900

20600

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

RECEIVING A TRUCKLOAD FREIGHT VALUE IN AN INPUT FIELD OF THE GRAPHICAL USER INTERFACE

CONVERTING THE TRUCKLOAD FREIGHT VALUE

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE CONVERTED TRUCKLOAD FREIGHT VALUE

20602

20604

20606

20608

FIG. 206

20700

<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RM/N-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

**FIG. 207**

20800

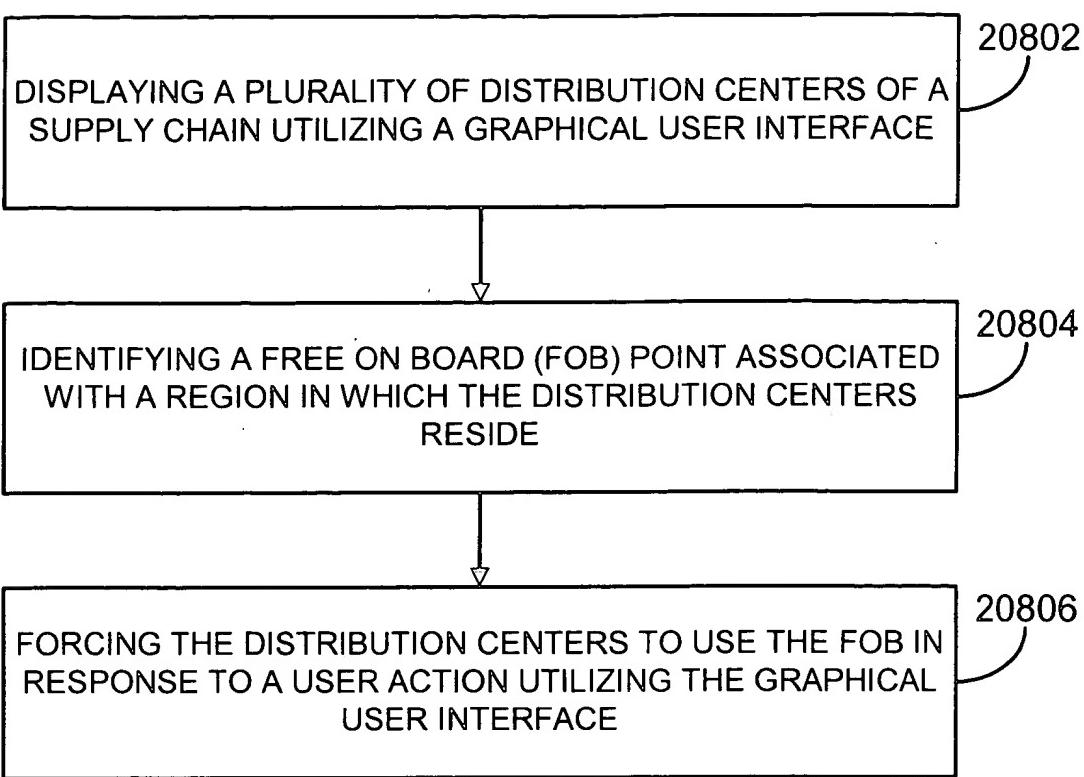
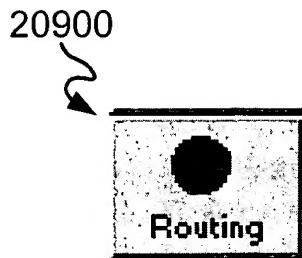


FIG. 208



**FIG. 209**

21000

A screenshot of a "Report Selection" dialog box. On the left, there are "Report Type" and "Report Parameters" sections. The "Report Type" dropdown is set to "Optimal Product Routing". The "Report Parameters" section includes dropdowns for "Supplier" (set to "(All)"), "Supplier FOB" (set to "(All)"), and "Distribution Center" (set to "(All)"). On the right, there is a "Report Name:" dropdown menu containing the following options:

- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

**FIG. 210**

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

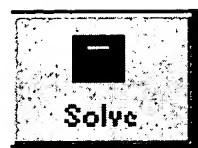
21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

FIG. 211

21200



**FIG. 212**

21300

21302

**Report Selection**

<b>Report Type:</b>	<b>Report Name:</b>
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	<input checked="" type="checkbox"/>
Comparison Reports	<input checked="" type="checkbox"/>
Cost Matrix Preview	<input checked="" type="checkbox"/>
Optimal Product Routing	<input checked="" type="checkbox"/>
Tab Reports	<input checked="" type="checkbox"/>
	New Capacity & Prices <input type="checkbox"/>

**FIG. 213**

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

**FIG. 214**

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

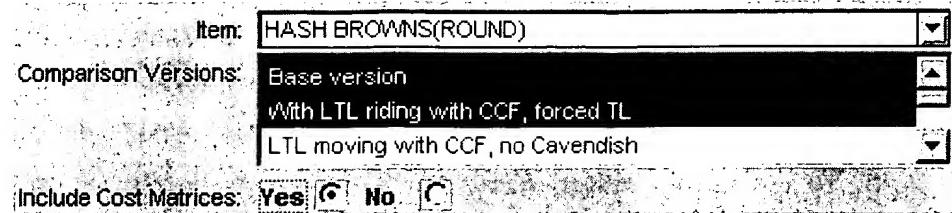
**FIG. 216**

21700

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

**FIG. 217**

21800



**FIG. 218**

21900



**FIG. 219**

22000

SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

22002

LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

22004

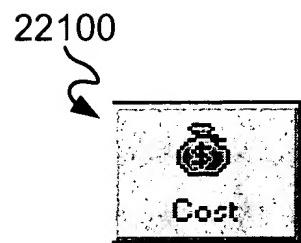
COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

22006

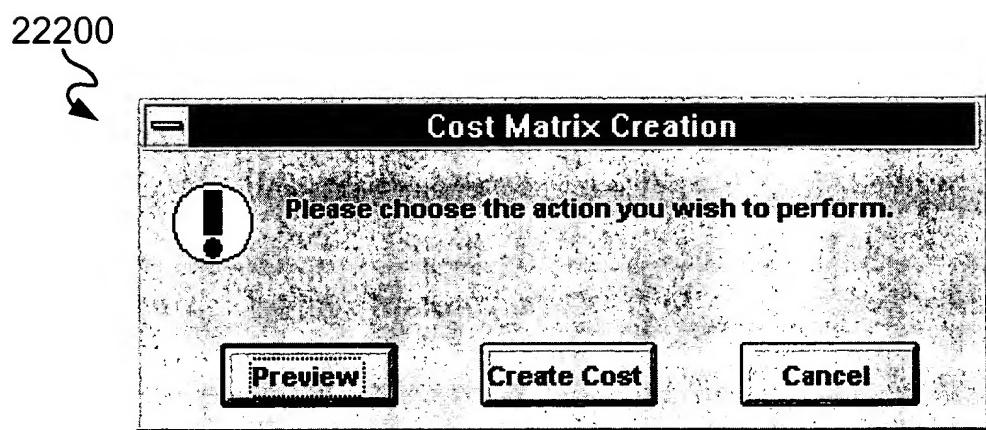
GENERATING A REPORT ON THE COMPARISON

22008

FIG. 220



**FIG. 221**



**FIG. 222**

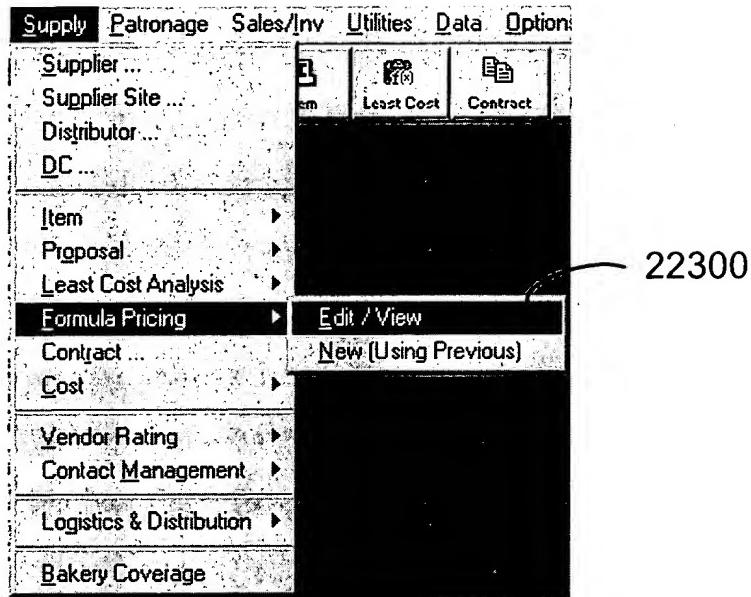


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0.0000				

FIG. 224

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% LEAN	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Trdr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659

FIG. 225

22600

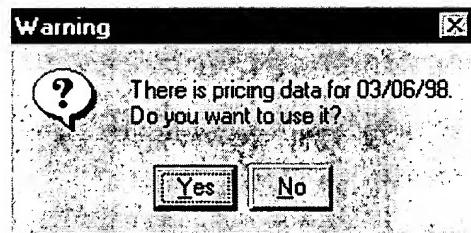


FIG. 226

22700

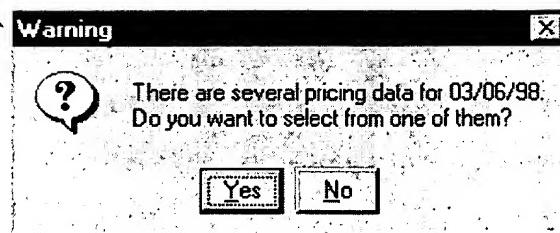


FIG. 227

22800

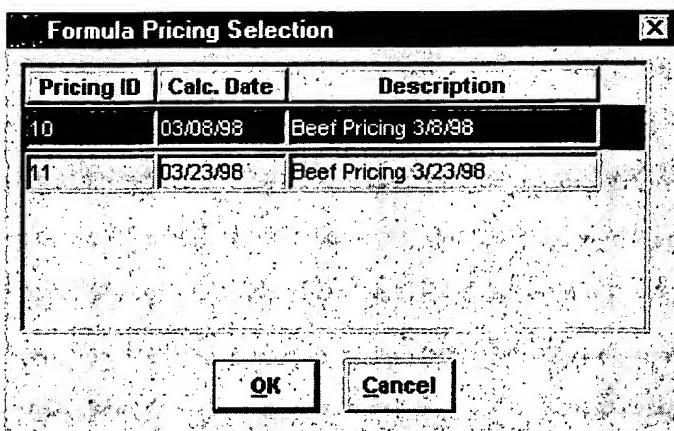


FIG. 228

22900

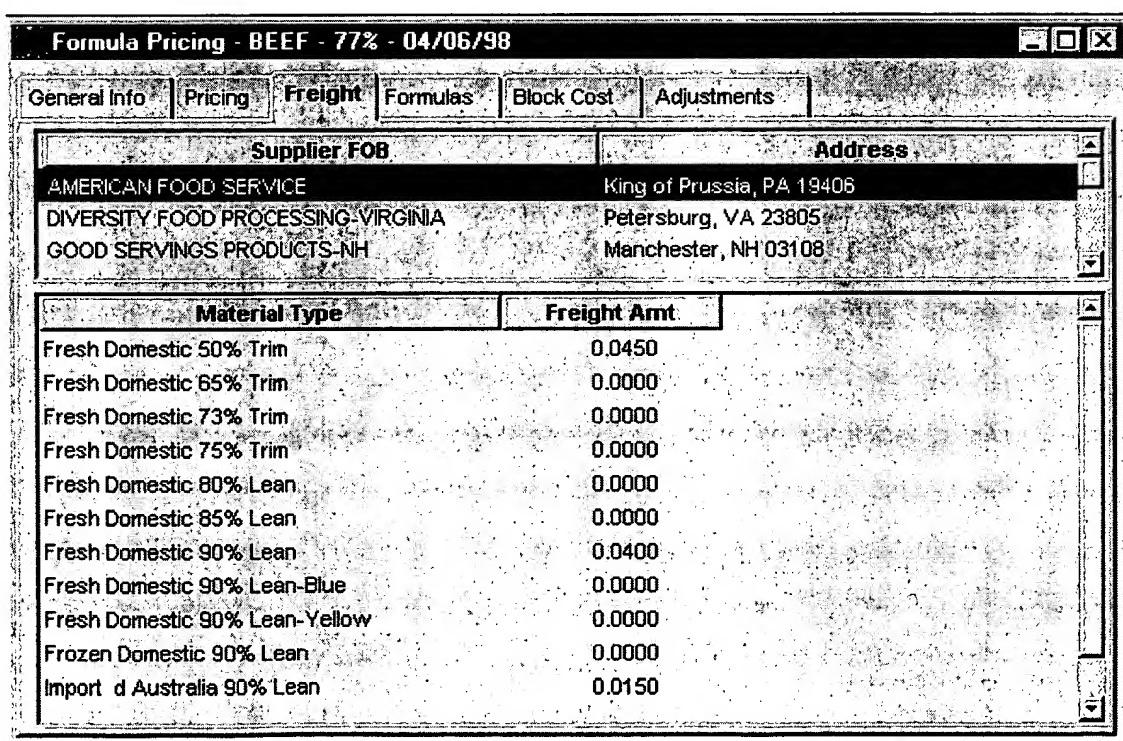


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98														
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			Total	
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost
AFS-1	0.3120	0.2671							0.1680	0.2134	0.4000	0.3924	0.1000	0.0911
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368			0.2000	0.2190	0.3200	0.3199		0.9941
GS-1	0.3270	0.3042							0.1730	0.1972	0.3600	0.3549	0.1400	0.1303
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386		0.9721
SER-1	0.3250	0.2926							0.1750	0.1951	0.3650	0.3571	0.1350	0.1236
TEX-1	0.3090	0.2768							0.3410	0.3802	0.2500	0.2452	0.1000	0.0896
WH-1	0.3250	0.2958							0.1750	0.1969	0.3650	0.3608	0.1350	0.1230
WIS-1	0.3325	0.2977							0.4675	0.5165	0.1000	0.0988	0.1000	0.0890
														1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98									
General Info		Pricing		Freight		Formulas	Block Cost	Adjustments	
Formula	Rew. Material Cost	Yield %	Block Cost	Margin	FOB Price	Include?			
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>			
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>			
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>			
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>			
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>			
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>			
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>			
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>			

FIG. 231

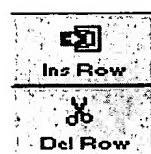
23200

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300



23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

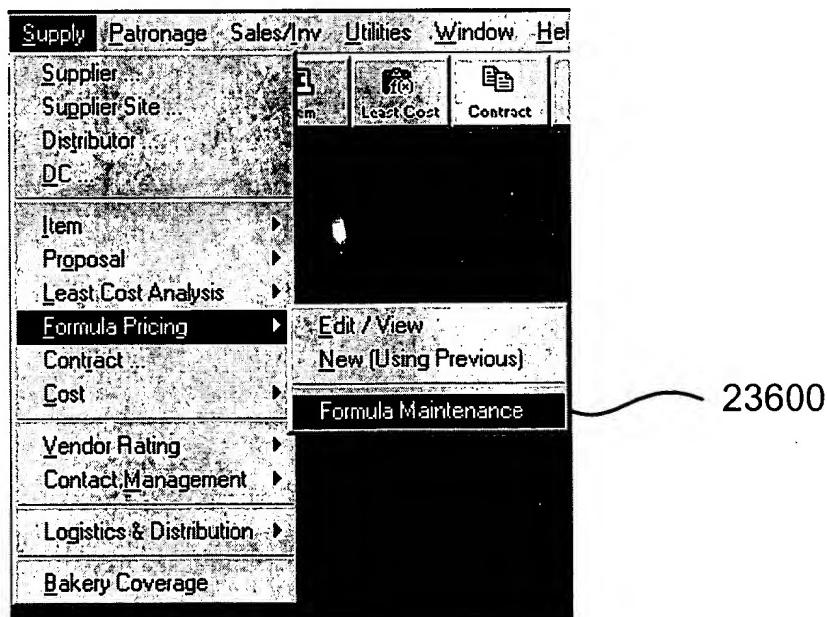


FIG. 236